

AMERICAN NURSERYMAN

and The NATIONAL NURSERYMAN

FEBRUARY 1, 1940



Deutzia Lemoinei Boule de Neige

New England Host to Eastern Region

"Noninfectious Hairy Root"

An Advertising Man Looks at Us

State Convention Reports

AMERICAN NURSERYMAN

and The NATIONAL NURSERYMAN

F. R. KILNER, Editor

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FEBRUARY 1, 1940 Vol. LXXI, No. 3

Table of Contents.....Page 36
Index to Advertisers.....Page 38

COL. MUMM'S SOLUTION.

The description of the harm done the industry by the small percentage of irresponsible persons in it, as described in the address of Col. William Mumm before the Ohio nurserymen, published on another page, has been the subject of much discussion by nurserymen. In some states legislation has been obtained to help curb the activities of irresponsible persons selling nursery stock or engaging in allied occupations. But such legislation has been largely, if not altogether, ineffective.

The solution of Colonel Mumm engages the problem from the opposite direction. He disregards the irresponsible individual and sets out to make the public do likewise.

The basis of his plan is a code of ethics and an emblem to be adopted by a trade group, the emblem to be loaned to each member so long as he conforms to the code of ethics. That step has been taken by a number of nurserymen's associations. To be effective, the second portion of the plan is essential. That is to advertise the emblem and acquaint the public so thoroughly with its meaning that the buyers of nursery stock will come to want to deal only with nurserymen having the emblem. Such a program would, of course, require constant use of the emblem and consistent advertising to maintain its effectiveness with the public.

Plainly, that is the basis and method of all advertising. The names that come first to mind of soaps, chewing gum, foods, silverware, furniture, etc., are maintained in the

public mind by two essential things, advertising and quality. The advertising would be only temporarily successful if not supported by the quality of the product. The quality of the product would be little known without the advertising. The combination of the two render the competition of inferior products negligible.

The purpose of the suggested proposal of Colonel Mumm would be to make negligible and unimportant the competition of irresponsible or incompetent persons in the field as the public came to be familiar with the responsible and upright nurserymen.

COUNT CHICAGO'S TREES.

Trees lining Chicago's streets and boulevards number 578,572, it was revealed with the announcement that the "tree census" conducted by the Work Progress Administration had been completed this month. Of this total, 6,058 were found to be dead.

The project has determined barren areas in which 425,000 trees may be planted most effectively.

The survey also provides information as to the location of trees that cause damage to sidewalks, lawns, building foundations and water pipes.

The 1,667 drawings prepared during the survey will guide the division of forestry in finding which trees require topping, spraying or pruning.

In addition to the labor of enumeration, the project included topographical studies showing the landscape features and general plan of 132 small parks and playgrounds.

In compiling the tree totals the project workers covered 212,816 square miles, representing 46,158,400 feet of parkway, the report states.

SIZE ISN'T EVERYTHING.

Country Home, formerly Farm & Fireside, having the third biggest circulation among farm papers, with 1,648,000, suspended publication with its December issue, although for the first three quarters of 1939 it ranked sixth among farm papers in advertising with \$686,000.

Like most farm papers, Country Home's subscription rate was low, 25 cents per year, and circulation

was secured at such heavy expense that the circulation department operated deep in the red.

In suspending, Thomas Beck, of the Crowell-Collier Publishing Co., said: "Frankly, the game isn't worth the candle. We prefer to concentrate in more profitable and promising fields."

DEUTZIA LEMOINEI BOULE DE NEIGE.

The deutzias, as a genus, can be considered as flowering shrubs. Aside from the outstanding flowers, they are not particularly notable in any other characteristic. The variety Boule de Neige of the Lemoine deutzia perhaps comes as near to showing other worthy characteristics as any of the species or varieties. This variety is a horticultural hybrid of five to six feet in height at maturity and rather open in its habit of growth. The leaves are rather dull green, ranging from about one and three-fourths to two and one-half inches long. The fall foliage is not outstanding, as there is little change in color.

The flowers are almost pure white, relatively large and borne abundantly in large clusters. The fruit is a capsule and not important ornamentally.

For the most part, the deutzias are not particular as to their cultural requirements. The lighter soils are preferred which afford good drainage. They should be used in sun or partial shade. Since most of the deutzias are subject to winter injury, more extensive pruning may be required than would otherwise be necessary. Removal of the injured tips and removal of a few of the older stems to the ground each year will be sufficient to keep the plants in good condition.

Propagation is easily accomplished by the use of softwood cuttings. Hardwood cuttings can also be used, but usually do not give so good a stand. Use of the Boule de Neige deutzia is best as a border shrub where the flowers can be displayed attractively and where the loose growth will not be objectionable.

L. C. C.

THE Central Plant Board will hold its annual meeting at La Fayette, Ind., March 20.

AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

FEBRUARY 1, 1940

New England Host to Eastern Region

A. A. N. Members in Eastern Region Hold Conference While New England Nurserymen's Association Meets in Annual Convention at New Haven, Conn.

The annual meeting of the New England Nurserymen's Association at the Hotel Taft, New Haven, Conn., opened January 30 with attendance of about fifty. After the roll call Secretary L. W. Needham read voluminous minutes. Treasurer Frederick S. Baker was home ill, but his report was read and showed over \$700 in the general fund and \$2,100 in the special fund.

Cornelius Van Tol, in the president's address, reviewed the good work of the year except for the lack of an educational program, which he again recommended. The address was referred to a committee consisting of Donald Wyman, V. J. Vanicek and Lloyd A. Hathaway.

Committees appointed were: Auditing, Clifford Packer and Joel Barnes, and resolutions, Charles R. Fish and Winthrop Thurlow.

Reports of the standing committees were led by Louis C. Vanderbrook, who asserted that active work was done on a "tough" job, adding six to a membership of forty-five.

Donald Wyman, reporting for the educational committee, recommended a one-day short course for nursery help next year preceding the annual meeting.

Lloyd A. Hathaway, in his report for the publicity committee, told of plans for a New England nurserymen's coöperative exhibit to be a main feature of the spring show of Massachusetts Horticultural Society, Boston, of which Arno H. Nehrling told details in a talk on the final day.

Trade exhibits were testimony to the work of a special committee, Frederick S. Baker, Joel Barnes and Peter Cascio.

Louis C. Vanderbrook, L. W. Needham and Cornelius Van Tol, delegates

to the Portland convention of the American Association of Nurserymen, reported briefly.

Jap Beetle Discussion.

Discussion at considerable length on the Japanese beetle hearing at Washington, February 27, showed some division of opinion, but preponderance in favor of continuance. A vote on Donald Wyman's motion was referred to the following day, when it was decided to send representatives to the hearing and support continuance.

The address of Alex Cumming, Jr., on "Commercial Plant Breeding" was received as a valuable contribution.

The nominating committee consisting of Floyd A. Oatman, Peter Cascio and C. Hoogendoorn posted the following slate: President, Seth Kelsey; vice-president, Louis C. Vanderbrook; secretary, L. W. Needham; treasurer,

Frederick S. Baker; executive committee, V. J. Vanicek and Peter J. Mezitt; convention delegates, Robert Conley, Outpost Nurseries; Hugo Key, Aquidneck Nurseries, and Seth Kelsey, with alternates Clifford Corliss, Alex Cumming, Jr., and John Kesson, Boulevard Nurseries. They were elected Thursday, February 1.

Clarke W. Clemmer, of the Eastern States Farmers' Exchange, Springfield, Mass., talked on the history and the present operation of farm coöperatives. Dr. Charles H. Connors, of the New Jersey agricultural experiment station, New Brunswick, spoke on the relation of nurserymen and landscape architects.

Care of Shade Trees.

Dr. Stanley W. Bromley, of the Bartlett Tree Research Laboratories, Stamford, Conn., gave an illustrated talk on "The Care of Shade Trees," discussing the experimental work on shade tree care being conducted at the Bartlett Tree Research Laboratories. The laboratories are concentrating on shade tree problems alone. The experimental work which has been substantially completed was featured, with a fleeting glimpse of certain tests in progress.

The value of specialization in tree work was emphasized, with particular thought given to the growing necessity and value of tree experts and with nurserymen developing their own respective lines, as such a policy lessens confusion on the part of the client and tends to make each operator more of a specialist in his field.

Some of the important discoveries made at the laboratories were taken up—the finding of the Norway maple nepticula, the far eastern ambrosia



Charles Hess.

beetle, the white-pine shoot moth and a number of other new insect pests discovered and studied first by the laboratory staff. New facts on the Dutch elm disease were presented, such as the probability of spread through wind drift of the infected bark beetles and the demonstration of this through experiments several years ago with hydrogen-filled toy balloons released with return cards. Plotting and mapping of the results of the returns fitted in remarkably with the present tendencies in the spread of the disease.

The dangers of overfeeding with high nitrogen fertilizers, the summer pruning and dwarfing of standard trees, facts in regard to the new plane tree disease, aphid injury to coniferous trees, the new bleeding canker of maples, the development of the new blight-resistant Bartlett chestnut and the establishment of an experimental arboretum were all discussed.

Trade Exhibits.

In rooms adjacent to the meeting hall on the mezzanine floor of the Hotel Taft were a number of interesting trade exhibits. F. H. Woodruff & Sons, Inc., Milford, Conn., had lawn seeds and its various publications on lawns and turf. Associated Seed Growers, Inc., New Haven, Conn., also exhibited material on lawn grasses. John D. Lyon, Belmont, Mass., seed merchant and lawn consultant, was likewise represented.

A. M. Leonard & Sons, Piqua, O., showed their line of nursery tools and supplies. The Gravely tractor was exhibited by the Ellsworth Steel & Supply Co., Stratford, Conn. J. Shore & Co., Chelsea, Mass., had samples of burlap and rope. Angier Corp., Framingham, Mass., showed Grizzly-bear Nurserywrap, waterproof paper wrapping for various purposes.

Gardner's Nurseries, Rocky Hill, Conn., exhibited evergreens and deciduous shrubs; C. R. Burr & Co., Manchester, Conn., rosebushes and barberries, and Bay State Nurseries, North Abington, Mass., bales of Crancover, dried cranberry vines for use as a winter covering instead of straw.

A. T. De La Mare Co., New York, exhibited catalogue printing.

THE Hudson Valley Nurseries & Construction Co., Green Haven, N. Y., was recently incorporated.

EASTERN REGION MEETING.

The second annual conference of the eastern region of the American Association of Nurserymen was held at the Hotel Taft, New Haven, Conn., January 31. Cornelius P. Van Tol, president of the New England Nurserymen's Association, gave the address of welcome.

Charles Hess, presiding officer, introduced chapter presidents, as follows: New England, No. 5, Cornelius P. Van Tol; Pennsylvania, No. 8, Frank Styer; New Jersey, No. 9, Walter Ritchie; Allied, No. 13, Howard Taylor; Long Island, No. 18, Peter M. Koster, and Western New York, No. 14, Paul Fortmiller.

The report of the special committee on by-laws was read by Frank Styer, and the by-laws suggested were adopted.

Owen G. Wood, president of the A. A. N., talking on "The A. A. N. as a National Institution," discussed the recognition that the association has achieved at Washington. Richard P. White, executive secretary of the A. A. N., said that the chief function of his office is to acquaint members with current legislation and regulations thereunder. He reviewed amendments to the social security act.

Speaking on the subject, "Who Runs Your Business?" F. R. Kilner, editor of the American Nurseryman, Chicago, mentioned the numerous recent laws passed to regulate nurserymen and, in greater number, other businessmen. He questioned whether the latter had not voluntarily sur-

rendered some of their independence because of their negligence in guiding their own business operations. American tradition, he said, favors educating all of us up to higher standards, rather than legislating down to one level. He suggested ways in which nurserymen might work in the independent avenues left open to them, to improve their own enterprises, by knowledge of costs, setting proper prices, growing stock according to needs and cultivating public good will. He stressed better relations with employees and trade competitors, as well as with customers, for the advancement of our own industry and horticulture in general.

Peter Cascio, West Hartford, Conn., told about the landscape organization within the American Association of Nurserymen and asked for members.

Frank S. LaBar, Stroudsburg, Pa., member of the executive committee from region No. 1, told of plans for the A. A. N. convention to be held at New York next July. Mr. Cascio showed four reels of colored movies of the convention at Portland, Ore., last summer.

A nominating committee was composed of Eugene Muller, Paul Fortmiller, V. J. Vanicek and Roland DeWilde, Jr. Charles Hess was reelected chairman, and George Harris was elected vice-chairman. Cornelius P. Van Tol was the only nominee for secretary and was reelected.

Over 100 attended the meeting.



Officers of the New England Nurserymen's Association.
(Seth Kelsey, President; Cornelius P. Van Tol, Retiring President, and L. W. Needham, Secretary.)

Joint Convention at Philadelphia

After Day's Session at Trenton, New Jersey Association Joins in the Banquet and Following Day's Meeting with Pennsylvania State Body

The annual meeting of the Pennsylvania Nurserymen's Association, held at the Hotel Sylvania, Philadelphia, was well attended even the first day, January 24, but with a strong contingent of New Jersey nurserymen arriving for the second day's (Thursday) meeting, it proved a warm and neighborly session.

At the opening of the meeting on Wednesday, January 24, which was presided over by President Harold G. Seyler, thirty-five members answered the roll call. This did not represent all present, there being seventy-five or eighty nurserymen in attendance.

Samuel Newman Baxter, landscape gardener for Fairmount park commission, Philadelphia, who gave the address of welcome, brought out in his remarks several reasons why Philadelphia was a good meeting place for nurserymen, namely: That William Penn and his wife were both great lovers of trees; that John Bartram, although classed as a great botanist, was more of a nurseryman than he was a botanist; that Thomas Meehan was one of the pioneer nurserymen of this country and through his voice in council Bartram Gardens were purchased by the city and are now a Mecca for those interested in horticultural antiquity; that the formerly popular Kieffer pear originated in Philadelphia; that in no other city of this country were there found more and finer specimens of rare and unusual trees.

Although still rather shaky from the shock and injuries sustained from a recent automobile accident, Secretary Albert F. Meehan was on hand to read the minutes and the treasurer's report, which were approved and accepted.

President Seyler, who also had but recently recovered from several weeks' illness, ably and logically spoke of what had been accomplished with the aid of his active committees during the past year. It must be unhesitatingly conceded that President Seyler's life had been a busy one during the past two years in the interests of the association. On his recommendation, and put to a vote, Pittsburgh was chosen for the

next annual meeting, with State College for the summer meeting.

Reports of standing and special committees presented and received included those by J. Howes Humphreys, on workmen's compensation insurance; W. S. Carver, on state college contacts; Frank Styer, on legislation; Walter Stein, on vigilance, and Edwin Matthews, on publicity and necrology.

Discussion on the abandonment of the Japanese beetle quarantine brought out by vote that the Pennsylvania Nurserymen's Association was in favor of its retention.

Chapter Meeting.

With a brief adjournment, a short meeting of the Pennsylvania members of the American Association of Nurserymen was held, when a brisk talk was given by Frank LaBar, followed by an election of delegates to the A. A. N. convention this year. Those chosen were Albert F. Meehan, Frank Styer and Louis Wissenbach, with the two others retained from last year, Eugene Muller and Frank LaBar, these five with President Seyler making the quota for Pennsylvania.

Because of the unprecedented number in attendance at Thursday's session, the meeting was held in the ballroom of the hotel, rather than the regular meeting room.

Richard P. White, the first speaker on the program, on "What the A. A. N. Is Doing for Its Members," stressed the old and true adage, "Where there is unity there is strength," and cited many examples of the good work done at Washington through the efforts of the A. A. N. to avert enactment of harmful bills, or at least to secure favorable amendments.

The great increase in the number and acreage of federal nurseries throughout the country in the past fifteen years is astounding. Concerted action by the nurserymen, he said, could and should prevent the stepping up of this unfair competition, which already has caused serious inroads into the business of many nurserymen of the middle west.

Samuel N. Baxter's illustrated talk on "Mexico and America's Largest Tree" was well received, and interspersed as it was with a spicy but gruesome account of a bullfight, picadors and matadors and what have you of the arena, the members were kept well awake. Close-up pictures of the tree, *Taxodium mucronatum*, a species of our more common bald cypress, were shown, and it was inspiring to realize the great age of a tree measuring forty-six feet in diameter.

Eugene Muller's talk on "Does the Landscape Architect Coöperate with the Nurseryman?" was thought-provoking and developed considerable discussion.

Prof. John B. Bracken, teacher of landscape architecture at State College, Pa., prefaced his talk with some pertinent remarks on Mr. Muller's address. He frankly admitted not being in sympathy with giving discounts to the client, but rather believed in a well paid service with the privilege to purchase for the client the best stock in the country, at retail prices, and expressed the belief that no member of the body representing American landscape architects would think or do otherwise. Professor Bracken's splendid talk on "Selection in Landscape Design" was clearly and graphically elucidated. Much was gained from his interpretation of the four primary points in landscape design, namely: order, emphasis, balance and rhythm. These four basic rules broken down into their logical subdivisions, which every good landscape gardener consciously or unconsciously follows, do much to prevent incongruous, misfit plantings that are too often seen on home grounds.

A most delightful and instructive talk was then given by Prof. Ralph W. Curtis, of Cornell University, whose subject, "Peculiar Landscape Plants and How to Use Them," beautifully dovetailed into the preceding speaker's theme. Together with plant and garden photographs in natural color, the talk afforded the hearers a full hour of real horticultural enjoyment, charging the minds

of the listeners with additional knowledge of plants and their peculiarities.

With a rousing appreciation to the speakers, the meeting went into the election of officers, which gave Frank Styer, Concordville, the presidency, with positions of vice-presidents being filled by Louis Wissenbach, Pittsburgh, and William S. Carver, Bethlehem. Albert F. Meehan was retained as secretary and treasurer.

The incoming president sincerely praised the work done by his predecessor, and a standing vote of thanks was given Harold G. Seyler for the services he had rendered during the two years he had been in office.

Edwin Matthews.

NEW JERSEY MEETING.

The annual meeting of the New Jersey Association of Nurserymen, at the Hotel Hildebrecht, Trenton, came to order at 10 a. m. Wednesday, January 24, and under the able guidance of President Charles Hess the business of the day went forward briskly. With the reading of the secretary's report, President Hess in his inimitable way made an optimistic and cheering address, heartening the members to renewed efforts toward good business.

After the presentation of reports of committees, a recess for luncheon was called, after which the members listened with much interest to a talk on "Roadside Improvement on New Jersey Highways," by Robert Green, landscape engineer of the state highway department. Mr. Green spoke of some appropriate plantings on two newly constructed highways, wherein entirely native material was used more nearly to simulate the natural plantings that prevailed there before the highways came into existence.

Col. C. C. Kahlert followed with a thoughtful outline of the benefits being derived from the advertising campaign now in force in New Jersey in which the state's agricultural products are publicized. Under the appropriation set aside for this purpose by the state, New Jersey nursery products come in for a share. A vote prevailed to continue this advertising campaign even more strongly this year.

An election of officers gives the association the following men to serve in the ensuing year: President, Walter M. Ritchie, Rahway; vice-

president, Roland De Wilde, Shiloh; treasurer, August Kindsgrab, West Orange; secretary, P. P. Pirone, New Brunswick.

With the adjournment of the meeting, many of the members journeyed to Philadelphia to join with their neighboring Pennsylvania nurserymen at the Hotel Sylvania, in a dinner and an evening of good fellowship.

Edwin Matthews.

MISSOURI PROTESTS GOVERNMENT NURSERIES.

At the annual meeting of the Missouri State Nurserymen's Association, held at Kansas City, January 4, the following resolution was passed to express the opposition of members to the production of nursery stock by government-owned nurseries:

The Missouri State Nurserymen's Association, in meeting assembled, register a gross complaint against the growing of forest tree and evergreen seedlings in government-owned nurseries, except for experimental, scientific and educational purposes.

In reviewing statistics compiled in the summer of 1939 it was found that there

were sufficient commercial nurseries in the state to produce all and more forest tree seedlings than could be used in any one to three-year program under governmental supervision, and at a great saving in cost to the taxpayer.

The support and expansion of government-owned nurseries with tax moneys will in a short time be a serious threat to the future of the nursery industry.

The nursery industry, a branch of agriculture, represents an investment, including land, buildings and equipment, of more than \$60,000,000; some 45,000 to 50,000 employees are engaged during the peak seasons. Local, state and federal taxes run over \$1,000,000 annually.

Commercial nurserymen are willing and ready to contract with the federal government for any quantity of nursery stock for delivery in one, two or three years from time of seeding.

A resolution was adopted as follows:

Be it resolved, That the Missouri State Nurserymen's Association does hereby protest against the continuation of appropriations of public funds for such purposes, except such stock as is used for scientific, educational and experimental purposes, and forest tree seedlings for afforestation plantings on public domain and

Be it further resolved, That the nurserymen of this state request of our senators and representatives to support and authorize sufficient appropriations on a continuing basis for the placing of contracts in advance for delivery when needed, such contracts to be placed with commercial nurseries.

New York Verdict

Decision rendered by the Appellate division of the New York State Supreme court last week unanimously confirmed the decision of the board of appeals in the nurserymen's case regarding unemployment insurance taxes. According to this decision, nursery labor in New York state is exempt from unemployment insurance taxes, as in nearly every other state.

The suit was on appeal by the industrial commissioner from a decision of the unemployment insurance appeal board of June 24, 1939, which ruled that nursery employees who are engaged in the growing of nursery stock or work incidental thereto are farm laborers within the meaning of the unemployment insurance law and are not subject to the payment of unemployment insurance contributions.

Over a year ago nurserymen of New York state applied to the industrial commissioner for a hearing to determine the validity of a ruling of the division of placement and unemployment insurance of the department of labor which held that the persons employed by them were not farm laborers and were employees within the meaning of the state unemployment insurance law. A hearing was

held by a referee, who made a decision January 24, 1939, upholding the ruling of the division of placement. An appeal was then taken to the unemployment insurance appeal board. This board found in its decision of June 24, 1939, that "the major operations of these nurseries consist of the preparation, fertilization and cultivation of the soil, seeding, budding, grafting, transplanting and related operations, the constant care of the products of the soil which calls for a knowledge of modern scientific methods, and the preparation for market of the finished product, whether it be tree, shrub, bush or plant," states the decision of last week.

"While this proceeding was pending before the appeal board subdivision 11 was added to section 502 of the unemployment insurance law by L. 1939, c. 762, in effect June 7, 1939. This subdivision defines the term 'farm laborer' in terms ample enough to include all the activities of respondents' employees," concluded the Supreme court's decision.

With funds raised through the New York State Nurserymen's Association, the case was defended by a committee headed by Paul V. Fortmiller.

"Noninfectious Hairy Root"

Timely Caution to Nurserymen Against Use of Affected Apple Seedlings in Grafting or Budding—By E. A. Siegler, of the U. S. Horticultural Station, Beltsville, Md.

The ordinary field run of apple seedlings invariably contain some which are characterized by tuft-like masses of small roots, frequently extending from the ground line down the main root for a distance of several inches. This condition as it occurred on nursery trees was described as simple-form hairy root, by Hedgcock and others, about 1910.

For a number of years, the writer has referred to these abnormalities as "noninfectious hairy root" in order to draw a clear distinction between nursery trees showing these symptoms and those with malformations, particularly on grafted trees, commonly called "woolly knot" or "hairy root."

As the name "noninfectious hairy root" implies, this condition is not infectious; it is a hereditary "disorder," not caused by a pathogenic organism. The symptoms vary from "very slight" to "very pronounced." Unfortunately, there is no practical way to classify those seedlings which appear to be on the border line between "normal" and "slightly affected."

Despite certain advantages in growing seedlings from "domestic" seeds obtained from our apple varieties in this country, observations indicate that a relatively large percentage of affected seedlings results when "domestic" seeds are used. This situation can probably be remedied in time by eliminating certain varieties from the seed source.

The purpose of this article is to caution the nurseryman against using affected seedlings in the usual propagation routine of grafting or budding. Because the use of affected seedlings results in unsightly malformations on the resulting 1-year and 2-year nursery tree, it is obviously advisable to cull these seedlings out in advance rather than to incur the expense in growing and then discarding the finished tree.

Figure 1 shows two typical 1-year seedlings classed as "normal" or "clean." Note, however, that these seedlings have an abundance of good normal finely divided feeding roots, not occurring in bunches.

Figure 2 shows two affected ("noninfectious hairy root") seedlings. The symptoms vary in kind and degree and, as stated before, some guesswork is involved in many instances, in classifying.

Figure 3 is a newly made piece-root graft, before planting. The seedling shows pronounced symptoms.

Figure 4 is the same graft (about one-half size) as in figure 3 at the end of one growing season and shows the type of malformation resulting from the use of affected seedlings.

THE Grand View Nurseries, Mount Vernon, N. Y., were recently awarded the contract for landscaping the federal housing project, James M. Baxter terrace, Newark, N. J.

J. M. AUGUSTINE, who now confines his nursery activities to growing small Pfitzer junipers at Normal, Ill., recently became sales supervisor for Funk Bros. Seed Co., Bloomington, one of the largest firms dealing in hybrid corn.

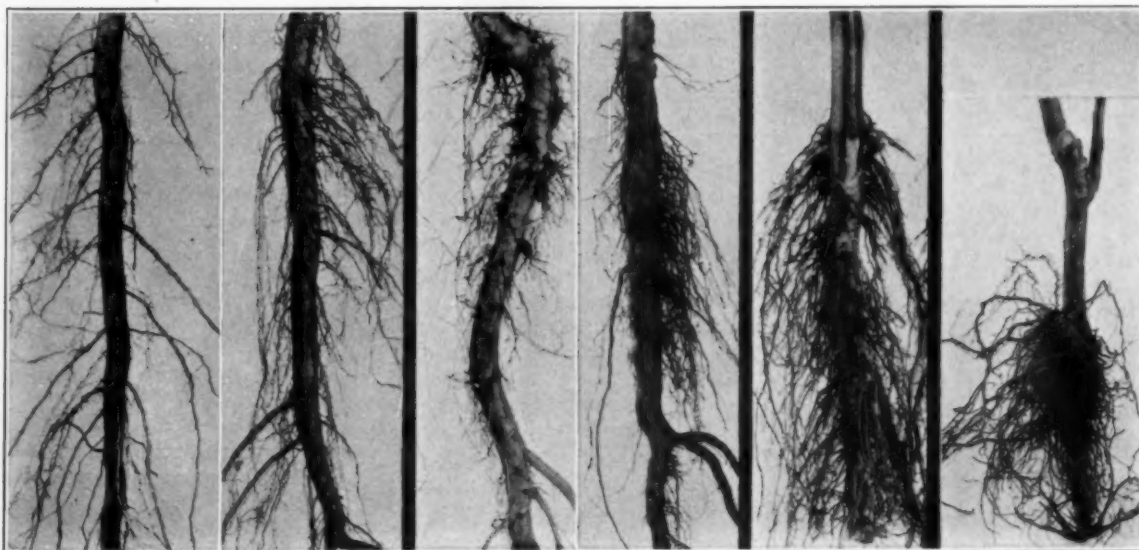


Figure 1.

Figure 2.

Figure 3.

Figure 4.

Fig. 1—Roots of two typical 1-year apple seedlings classed as "normal" or "clean." Note, however, that these seedlings have an abundance of good normal finely divided feeding roots, not occurring in bunches.

Fig. 2—Roots of two affected "noninfectious hairy root" seedlings. The symptoms vary in kind and degree and, as stated before, some "guesswork" is involved in many instances, in classifying.

Fig. 3—A newly made piece-root graft, before planting. The seedling shows pronounced symptoms of "noninfectious hairy root."

Fig. 4—The same graft (about one-half size) shown in figure 3, at the end of one growing season, and showing the type of malformation resulting from the use of affected seedlings.

AMERICAN ASSOCIATION OF NURSEYMEN

RICHARD P. WHITE, EXECUTIVE SECRETARY

636 SOUTHERN BLDG., WASHINGTON, D. C.

A. A. N. EXECUTIVES MEET.

The midwinter meeting of the officers and executive committee of the American Association of Nurserymen was held at the Carter hotel, Cleveland, O., January 15 to 18. In attendance were the president, Owen G. Wood, Bristol, Va.; the executive secretary, Richard P. White, Washington, D. C., and the following committee members: Chet G. Marshall, Arlington, Neb.; Frank LaBar, Stroudsburg, Pa.; Edwin J. Stark, Louisiana, Mo.; Benjamin J. Greening, Monroe, Mich. The sole absentee was the vice-president, Avery H. Steinmetz, Portland, Ore., who was kept at home at the last minute by complications following the removal of an impacted wisdom tooth.

The many activities of the association were given attention by the committee, and the courses outlined to be followed by the executive secretary at Washington, D. C., the ensuing year.

As an aftermath of the 1939 convention, the sum of \$445.50 was turned over to the association by the Portland arrangements committee as a surplus over expenses from the funds raised for the event. This sum is to be the basis of a permanent sinking fund, of which the executive committee may spend only the interest; the principal may be disbursed only by two-thirds vote of the executive committee supported by a two-thirds vote of the delegates.

Pursuing the work of the trade barriers committee, under Lee McClain, the executive committee had invited state regulatory officials to a conference at Cleveland. Present were M. L. Yeomans, Georgia, chairman of the National Plant Board; C. J. Headlee, New Jersey, and Carl Dawson, Missouri, representing a joint committee of regulatory officials and nurserymen, while Lee McClain and William Flemer, Jr., represented the nurserymen. J. W. Baringer, Ohio, and C. A. Boyer, Michigan, were other inspection officials in attendance. The result was a statement of objectives to be recommended to the National Plant Board, looking to the elimination of duplicate inspection tags and other

similar current requirements, which nurserymen view as interstate trade barriers rather than as necessary quarantine measures.

SOCIAL SECURITY RULES.

Word has definitely been received from the rules and regulations division of the federal bureau of internal revenue that new rules and regulations pertaining to the 1939 amendments of the social security law will not be ready for issuance before March, 1940. This means that employers who have been granted further exemption under the 1939 amendments will not know definitely until shortly before the first quarter's return is due what the bureau of internal revenue may decide in regard to the various phases of the extended definition of agriculture.

Since there is some question on the part of the rules and regulations division in regard to landscape employees and to office help, such as secretaries, stenographers, bookkeepers, etc., as well as maintenance workers, such as firemen and watchmen, recommendation comes from R. P. White, executive secretary of the American Association of Nurserymen, that accurate records be kept of time expended by employees in various types of employment, both on and off the farm, for the first quarter of 1940.

His conferences with the chief of the rules and regulations division indicated that possibly attempt would be made to include under the law office help engaged for the major part of the time in connection with sales. Hence a bookkeeper attending to accounts receivable would not be exempt, whereas a bookkeeper occupied with accounts payable would be exempt. Other office employees would likewise be divided according to their major occupation with sales or with farm operations.

Opinion was expressed in the division that landscape employees might be considered exempt if they do occasional plantings, but not if the planting was done according to a prepared landscape plan. While

AMERICAN NURSERYMAN

this is inconsistent, nurserymen should keep record of the hours of workers, during the first three months of 1940, to show when engaged in the nursery and when in packing or grading, transplanting and delivering, seeding, landscaping, repair or maintenance, as watchmen, etc.

The new amendments also require that each employer furnish each of his employees with a statement in form suitable for the retention of the employee, showing the taxable wage paid to the employee after December 31, 1939. This statement may be given to the employee on each payday or may cover one or more quarters, but not more than four calendar quarters of employment.

OHIO CHAPTER MEETING.

Tuesday evening, January 16, about fifty sat down to supper preceding a meeting of the Ohio chapter of the American Association of Nurserymen. The chairman, Howard Scarff, introduced the officers and members of the executive committee of the A. A. N., who spoke briefly. In the absence of Herman Brummé, the secretary's post was filled temporarily by Clarence O. Siebenthaler.

Roy Pickett, Edward Jenkins and T. B. Medlyn, as a nominating committee, brought in the following slate of officers, which was elected: President, R. P. Cook; vice-president, Peter Cassinelli; secretary-treasurer, T. B. Medlyn.

Howard Scarff and Thomas B. Kyle are the hold-over delegates. As the other two delegates Howard Burton and Arthur Champion were elected. As alternates were chosen James Harrison, S. A. Allen, Roy Pickett and R. P. Cook.

THE Greenkeeping Superintendents' Association will hold a turf conference and equipment show at the Hotel New Yorker, New York city, February 6 to 9.

THE Central California Nurserymen's Association, after a duck dinner in South San Francisco, January 11, discussed the proposed membership in the California state organization. Committees were appointed for the coming year. About 140 attended.

Ohio Entertains Central Region

*Second Annual Conference of A. A. N. Members in Central States
Brings Record Attendance at Ohio Association Convention at Cleveland*

A new record for attendance at the annual convention of the Ohio Nurserymen's Association, with a registration of 155, was set when the organization entertained the second annual conference of A. A. N. members in region 3. The 3-day convention was held at the Carter hotel, Cleveland, January 16 to 18.

The sessions were well filled, run according to program and all well attended. Hotel arrangements were most convenient, and the committee in charge had everything going like clockwork; the members of the committee were Raymond P. Cook, D. B. Cole, Roger Champion, Melvin Wyant, L. P. Brock and W. E. Barnes. The ladies assisting on the reception committee were Mrs. Barnes, Mrs. Cole and Mrs. Wyant.

The opening session, Tuesday afternoon, January 16, began with a roll call of members and the introduction of new ones. T. B. Medlyn read the minutes of the meetings of last year, while Secretary W. G. Siebenthaler was absent from the room temporarily. His treasurer's report was checked by an auditing committee consisting of James Harrison, Melvin E. Wyant and Frank Turner. A balance of \$344.67 was shown as of January 15.

State Legislation.

For the legislative committee, Clarence O. Siebenthaler told of the work done in obtaining passage of the new nursery inspection law and of the efforts made to obtain an appropriation by the state for control of the Japanese beetle. He added that refunds of taxes paid under the social security law had been refused some nurserymen because a year had lapsed before claims were presented. Having obtained the service of an attorney to prosecute a suit for the refunds on a contingent basis, he asked those members interested in such a proposal to make themselves known.

J. W. Baringer, chief nursery inspector, reviewed some of the events in the year since he took office. The new nursery inspection law went into effect in August, 1939, when nurserymen began paying for this service at the rate of \$10 for inspection plus

25 cents per acre and \$10 for a license fee. Dealers pay \$10 license fee and agents \$1. The list just being issued shows 776 inspected nurseries in the state, 802 dealers and 172 agents. The nurseries have paid \$15,868.50, the dealers \$8,020 and the agents \$172, or a total of \$24,060.50 in the period covered by the new law from August 1, 1939, to January 1, 1940. An additional \$1,057 had been received earlier in the year, so that total income of his service for the calendar year was \$25,117.50.

Mr. Baringer told of the soil treatment for the Japanese beetle, completed in all but four counties of the state because of insufficient funds. The area permitted to go under federal quarantine contained no nurseries, he said.

Carl Dawson, Missouri entomologist, was present and told of the excellent work done in St. Louis,

where the beetles have been eliminated almost altogether, although 14,000 traps are still set annually.

In view of the hearing called at Washington, D. C., February 27, on the continuation of the federal beetle quarantine, motions were passed to express the attitude of the association as in favor of the continuance and to instruct the executive committee to have a representative at the hearing.

The nominating committee, consisting of Arthur Champion, Howard Burton and T. B. Medlyn, reported the following slate, which was accepted: President, R. P. Cook, Cook Nursery, Geneva; vice-president, Peter Cassinelli, Glendale, Cincinnati; secretary-treasurer, W. G. Siebenthaler, Dayton. To the executive committee were elected George Kern, Wyoming; Parker Leonard, Piqua, and Roger Champion, Perry. Hold-overs on the executive committee are Warren S. Weiand, Newark, and Thomas B. Kyle, of Bohlender Nurseries, Tippencanoe City.

It was voted to continue another year the same dues collected for the previous year, which are \$10 for nurseries operating up to ten acres, \$12 from ten to twenty-five acres, \$16 from twenty-five to fifty acres, \$24 from fifty to 100 acres, \$32 from 100 to 200 acres and \$40 on more than 200 acres.

The second and concluding session of the Ohio association was held Thursday morning, January 18, when Col. William M. Mumm, president of Mumm, Romer, Robbins & Pearson, Inc., Columbus, O., spoke on "An Advertising Man Looks at the Agency Business." Having spent some of his early years with a firm in this field and having more than forty years of advertising experience, Colonel Mumm asserted from his experience that the greatest handicap of the industry was the small percentage of firms which misrepresented merchandise and misled customers, causing criticism of nurserymen in general by the public. He suggested as a solution of the problem the adoption of an emblem and a code of ethics, so that the emblem might be advertised to the public as a mark of responsibility and dis-



Raymond P. Cook.

The new president of the Ohio Nurserymen's Association, Raymond P. Cook, was born on a farm, May 5, 1878, and raised there, returning to it once after teaching school for five years and then again to start in the nursery business in 1924, after obtaining a lucrative income as a traveling salesman. Cook's Nurseries, Geneva, O., grow a general line of stock, but specialties are red and green barberry seedlings and peach trees. Mr. Cook has two sons engaged in other occupations, but his 14-year-old granddaughter is already so interested in the nursery business that she accompanied him to the Cleveland meeting.

tion to secure the confidence of the public in this group. Colonel Mumm's address, in large part, is published on another page of this issue.

In the absence of George Siebenthaler in Florida, Clarence O. Siebenthaler showed a number of the colored slides of plants and gardens which the former had made, explaining their use in presenting to public groups plants of horticultural interest, suitable landscape plantings for their homes, various classes of flowers, shrubs or trees and similar subjects. Not only are talks illustrated by such slides in demand by civic and garden groups, but the slides may be used to explain large-scale operations to prospective customers.

C. M. Shipman, president of several organizations in Cleveland devoted to nature studies, presented a number of interesting slides accompanying a talk on "The Beauty of Commonplace Things," an entertaining narrative about birds, plants and animals from his own experiences.

Dallas Dupre, landscape architect of the Ohio highway commission, spoke briefly. Dr. L. C. Chadwick announced the Ohio short course at Columbus the following week. Arthur L. Watson issued an invitation to the Michigan state meeting, February 7 and 8.

As concluding business, it was voted to send a letter of thanks to the governor of the state for his assistance in obtaining the appropriation for control of the Japanese beetle, and the matter was referred to Clarence O. Siebenthaler and Parker Leonard for action.

Upon his installation in office as president, R. P. Cook named as the legislative committee for the ensuing year Clarence O. Siebenthaler, chairman; Howard N. Scarff, Peter Cassinelli, Arthur Champion and Harry S. Day.

Columbus was selected as next winter's meeting place, while the invitation of the Siebenthaler Co. to meet at Dayton in the summer was accepted.

Attendance awards were given at Wednesday's and Thursday's sessions. Brief cases went respectively to Benjamin J. Greening, David Dugan and Clarence Siebenthaler. Billfolds went to Owen G. Wood, Edward M. Jenkins and J. J. Cope. Pen and pencil sets went to Alex Hunziker,

Mrs. Joseph A. Martin and Harold Paul.

Outside the meeting hall were several booths for trade exhibitors, including the Cole Nursery Co., Painesville, showing Fuchsia Scarlet Beauty, rosebushes, shrubs, fruit trees and a tree digger; Cook Nurseries, Geneva, plants of red and green barberries; Hill Top Nurseries, Casstown, evergreen grafts; A. M. Leonard & Son, Piqua, O., nursery tools; Swift & Co., Chicago, Vigoro; Champion Nurseries, Perry, O., silver cup and ribbon for their prize horses; Farm Supplies & Power Equipment Co., Cleveland, Planet, Jr., tractor and Myers pump.

Entertainment.

On the afternoon of January 17 the ladies were taken on a tour behind the scenes at the department store of Halle Bros. and entertained afterward at a fashion show and tea, from there being taken on a tour of the garden center and museum.

In the evening was held "Ye Olde Time Dinner," with roast turkey and ham and all the trimmings, attended by over 160. The mayor of Cleveland was in attendance and spoke briefly, as did Colonel Mumm. The speaker of the evening was that witty entertainer, "Dutchy" Miller, of Wilmington, O.

Owen G. Wood presented, in behalf of a number of friends, a pen and pencil set as a birthday gift to A. McGill, of Fairview, Ore., who celebrated his seventy-fifth birthday, January 17.

After a floor show, dancing continued until a late hour in the pleasant surroundings of the Rainbow room at the Carter hotel.

REGIONAL CONFERENCE.

Between the sessions of the annual meeting of the Ohio Nurserymen's Association, the second annual conference of members of the American Association of Nurserymen in region 3 was held at the Carter hotel, Cleveland, January 17.

The morning session was called to order by Howard N. Scarff, president of the Ohio chapter, who introduced Harold H. Burton, mayor of Cleveland, who delivered an address of welcome, to which response was made by D. B. Cole, past president of the Ohio association.

The chair was then turned over to Benjamin J. Greening, Monroe, Mich., A. A. N. executive committee member from region 3. He introduced the

chapter presidents in attendance, who were Howard N. Scarff, Ohio; Arthur L. Watson, Michigan, and Vernon L. Krider, Indiana. He also presented the officers and other members of the executive committee of the A. A. N. Avery H. Steinmetz, Portland, Ore., was the only member absent, being kept at home at the last minute by complications following the removal of an impacted tooth.

Owen G. Wood, A. A. N. president, spoke quite briefly on his topic of "Fishing vs. Presiding," but at length on the social security law as it affects nurserymen, the 1939 amendments in particular.

Richard P. White, executive secretary, spoke on "The Nurserymen's Status in the National Capital," relating that the contacts made in the departments of the federal government at Washington had now made the nurserymen known and recognized, quite in contrast to the situation a few years ago.

In a short talk entitled "Investments for Nurserymen," F. R. Kilner, editor of the American Nurseryman, suggested investments as a form of protection of one's business. Just as they take out insurance for financial protection, so should nurserymen make similar investments of their money for business security. Surplus funds at the end of the season might well be put into paying up all accounts and possibly paying off a part of the mortgage, as a safeguard against a recession or unfortunate season ahead. Cost records for the better understanding of one's business, advertising for maintaining the customers' list, sales equipment to increase volume and, finally, trade association membership for protection against oppressive legislation and taxes were some of the things he emphasized as of primary importance. Several illustrations were presented to show the large returns in dollars from small investments in membership fees in state and national associations, resulting from actual savings in taxes and other items.

Concluding the morning session, Benjamin J. Greening spoke on "Our Greatest Competitor," presenting figures on the rapid increase in the number of tax-supported nurseries, both federal and state, and the tremendous growth in the production of trees, shrubs and even perennials, a number of which items could by no stretch

[Continued on page 14.]

An Advertising Man Looks at Us

Views of the Problems of the Nursery Business and Possible Solutions, Told in Address at Ohio Convention by Head of National Agency, Col. William M. Mumm

In view of the highly specialized character of your business, it will perhaps be proper for me to point out that I am not altogether a stranger to it. I began my career in the advertising business in Ohio back in 1903 in Springfield and after a year located in Columbus. At that time there were some eight or ten mail-order plant and nursery houses in Springfield alone, and it was quite natural for us to develop advertising accounts with practically all of them. Before coming to Ohio, I had been connected with one of the largest mail-order nursery houses of that day in the east, as editor and publisher of a monthly magazine devoted to the interests of the flower lover. So what I am about to say grows out of an experience of close on to fifty years dealing with the nursery business both as a customer, purchasing plants for my own garden, and as an advertising counselor.

In these hectic days it is not to be wondered at that the nursery business has its troubles and its problems all crying for a solution. It would be more surprising if it were not so. Some of these problems and troubles arise from causes beyond our control, but some arise from within your own ranks. This by no means implies a criticism of the industry as a whole. It has been a privilege and a pleasure for me to know many firms and individuals in the nursery business who are as honest and as capable and as efficient as any other profession or business. But just as doctors have the quacks to contend with, the lawyers their percentage of shysters, the advertising men their incompetents, so your business is afflicted with a certain element of chiselers and fly-by-night racketeers whose principal purpose in life seems to be to "get the money," no matter how much trouble they make for the legitimate business houses.

It is my humble opinion that your problems arise from three conditions. The first of these I should say is a lack of progressiveness on the part of many. In view of the almost unbelievable list of worth-while new seeds and bulbs, annuals and perennials, roses and shrubs, which are brought forth

each year by leading growers, they do not receive from the average run-of-mine nurseryman the attention they deserve. Of course, we must have always available the good old-fashioned things, the well established favorites, but if you want to keep your prospective customer keyed up to become a better customer, you should offer him some of the newer and better things which are being continually brought forth.

I receive and look over carefully many catalogues every season. Those put out by the most successful houses invariably give their customers a new thrill by introducing tried and tested new things. And yet it is astonishing how many catalogues are put out year after year which, except for a new cover, a change in cuts or rearrangement of pages, are practically the same

today as they were ten years ago. Such catalogues compete with each other only on the basis of price; they lack the stimulus that comes from new things and for which the great mass of flower lovers are always on the lookout, and for which they are willing to pay a decent price.

The second cause of some of your troubles is found in the methods of unscrupulous dealers; they seem to have no conscience at all; it never occurs to them that when they sell a customer something phony it's getting money under false pretenses, practically plain stealing.

Speaking of legitimate introduction of worth-while, tested novelties, you know as well as I do that it does not help your business to have certain types of houses using old and poor varieties under new names with exaggerated claims and misleading descriptions.

Cheap offers of seeds which have lost their germinating qualities, a collection of roses at a low price, advertised as all different and all labeled "true to name," yet being all of two or three common varieties off the same bench, and other such traps for the inexperienced flower lover are detrimental to your industry.

Here, again, I must not be misunderstood as condemning any large number of those engaged in the nursery business. The point I am trying to make is that if ninety-nine per cent of nurserymen are honest and square in their dealings, the one per cent who resort to these "tricks of the trade" are doing untold damage. The problem is how to get rid of the one per cent. It should not be difficult to get the goods on one or two of the chief offenders and, by giving them a bit of negative publicity through legal action, scare off the rest of them.

There is a third element worthy of some thought. Just as there are firms and individuals in my profession who concern themselves chiefly with getting all the money an advertiser has available, and slapping it into print without the trouble and labor of analyzing and studying the problem, so in the nursery business there is a certain type

THE TRAPPIST. By Berton Braley.

Ralph Emerson once stated
That if a man created
A mousetrap better far than those before;
While living in a bungle—
Or deep within the jungle,
The world would beat a pathway to his door.

Of course, there's something to it,
The world, perhaps, might do it
If it knows about your trap and where you park it,
But the chance is not so good
In the middle of a wood,
And you'd better bring your mousetrap to the market.

If you made it for yourself
For your cabin's pantry shelf,
And it's something that you do not want to mention,

Then a tangled forest dell
Is the place for you to dwell
And to sit around and gloat at your invention.

But a trap that you have made
For the purposes of trade
Isn't likely to create a buyers' riot,
And the customers won't snap
At a chance to get your trap
If they don't know what it is or where to buy it.

For the world is very prone
To leave well enough alone
And to use the traps already in production,
Rather than to beat a track
To your hidden forest shack
For a trap of much superior construction;
You may flee from mice and men
To a shady forest glen
If your trap's to be a secret, private house trap.

And although you and your wife
May enjoy that kind of life,
It is not the proper way to sell a mousetrap!

who is content to follow the line of least resistance. They are either too indifferent or too self-satisfied to want to do anything in the way of educating the flower-loving public to making better use of their gardens and to taking on some of the newer and better things that are coming out each year.

As one man put it, "Some nurserymen are nothing more than farmers with artistic souls who love plants, but haven't the slightest idea or desire to devote part of their energies to selling. The result is that the actual sale of nursery stock has fallen into the hands of some cheap, uneducated, unscrupulous people, usually without imagination, without education and without any sense of artistry. They cannot tell the average homeowner how to make his place more interesting and artistic. Consequently, the nurseryman grows the things that grow easiest, and the man who does the selling and planting sells mostly the things that the public knows and that sell easiest because they are cheap."

In other words, just because a fellow hangs out a shingle and prints a letterhead and cards on which he calls himself a landscape gardener, that does not make him one. But as one nurseryman said, "You seldom find any of these chaps who have learned both sides, growing and selling; they know that two half dollars will make a whole dollar, but are not aware you have got to have an additional quarter to make a profit. A large percentage of the nurseries in this country are overplanted and overstocked. If they would cut down the size of the nursery and, instead of paying for a lot of labor, put money into energetic, clean selling and advertising, they would be better off."

Another difficulty that seems to me to have grown way beyond reason in recent years comes from the practice of dumping. Certain nurserymen who have not kept up with the procession suddenly find themselves with a tremendous surplus. In a frantic effort to clear some needed ground, or to translate some of this surplus into cash, we find them dumping carloads of it into department stores, into 5-and-10-cent stores and into the hands of peddlers and gyp houses. How can you expect a person that has even a few dollars to spend, let us say for some rosebushes, to pay you from 35 cents to \$1 for a respectable, correctly

labeled plant, when he finds a counter in a 5-and-10-cent store offering rosebushes two and three feet high, 3 years old or more, at 10 cents or three for a quarter; the same thing goes with shrubs and evergreens in hardware stores and department stores or peddled by truck from house to house. I believe that many times the nurserymen would be much better off if they would put all of that surplus into a heap and set fire to it.

What to do about this is a real problem. I can see no answer except for the legitimate nursery houses, first of all, to step up their own morale and, by progressive and aggressive methods, make life so tough for this kind of competition that they will have to go out of business. If I were in the nursery business, I know that I would never issue a catalogue without printing a warning in big type on my first inside page or attaching a sticker to the cover, telling my prospects enough about this racket business to make it hard for the racketeer when he comes around. If every legitimate house printed such warnings in every issue of its catalogues, it would soon have at least some effect.

I should consider it in bad taste if I were to take advantage of this opportunity to deliver a panegyric to my own profession of advertising. But advertising is so important a factor in the nursery business that I am sure you will pardon a few words of reference to this subject. And when I speak of advertising, I am not talking only about space in the magazines or newspapers; your catalogues, your stationery, your methods of handling inquiries—all are part of your advertising. But the most important form of advertising, after all, is the service you give once you get a customer's money, the kind of stock you ship out, the promptness with which you fill orders, the performance of any promises you have made in your advertising messages or in your catalogue—these things are all part of advertising.

The right kind of advertising will help you find plenty of good prospects in the way of people who love flowers, who are willing to spend good money for good things, who can be made into permanent customers, if they are treated right from the very beginning. You yourselves are customers, influenced in selecting different things you buy for your home, your nursery, your office. The man or woman who sends

you money for shrubs or bulbs or perennials or seeds is no different in his or her reaction to the way you treat him than you are when you are on the buying side of anything you require. If there ever was a place for the application of the golden rule, it is in the nursery business.

Advertising is a vital factor in the nursery business whether it is local, regional or national. Modern business methods have definitely debunked the old saying that if you build a better mousetrap than your neighbor you don't need to advertise, that the world will beat a path to your door. The answer to that is cleverly put in a piece of verse I ran across recently, "The Trappist."

Nurserymen do much to bring beauty and joy into the world, and it is unfortunate that you have to face these many troubles and problems. Perhaps a solution may be found in the way of a more closely knit association, setting up a code of standards to which every nurseryman must conform if he wants to remain a member; the adoption of an emblem or symbol to identify the members as reliable; publicizing this emblem to make it mean something to the prospective customer; the loaning of this emblem and the use of it in each member's advertising, in his catalogue, on his letterhead, so long as he remains in good standing and lives up to the code, etc., etc. That is something for you men to work out for yourselves.

LOS ANGELES MEETING.

An evening dedicated to the nurseryman members was celebrated by the Southern California Horticultural Institute, January 18, at the Elks' Club, Los Angeles. The nurserymen met for a special business meeting of their division of the institute at 4 o'clock, to complete plans for their merger with the institute and the California Nurserymen's Association through joint membership.

The speaker of the evening was Betty Ransom Atwater, on "Seed Germination and Seed Testing." Colored motion pictures obtained from the National Garden Bureau, through C. C. Navlet, San Francisco, were shown.

THE third Southern Shade Tree Conference will be held February 22 to 24, at the University of Florida, Gainesville, Fla.

Excerpts from a Plantsman's Notebook

*Further Notes on the Culture, Propagation and Uses of Many Kinds
of Plants Given Garden Trial in Years Past—By C. W. Wood*

Perennial Phacelias.

(January 2, 1939.) Today, when I was cleaning seeds of *Phacelia sericea*, I was reminded of the beauty of that hairy, silvery plant. For long I thought it was the only true perennial in the genus, but lately I have had the pleasure of growing two others, *P. magellanica*, from the bottom of South America, and *P. Lyallii*, from high places in our northwest. The South American raises one's hopes for something really outstanding when it shows its mounds of silky wool during its first summer and then quickly dashes them to the earth when it has nothing more to show than inconspicuous heads of dull mauve at its flowering season. It is perfectly hardy in northern Michigan and did well for me under open field culture, except in spots where water stood when the snows left in spring and there it promptly died. It is scarcely a plant to rave about, in my estimation, and is merely mentioned because it will no doubt be listed soon in some seed lists and readers of this magazine may know what to expect.

On the other hand, both natives are really good plants for rock gardeners. *P. sericea* makes rather small tufts of deeply cut, silky, silvery leaves, from which spring flowering stems to a height of a few inches, perhaps five or six at the most, bearing bright blue flowers with conspicuous orange anthers. Where it is available, *P. Lyallii* is perhaps not needed, for the latter is quite similar, differing mostly in a deeper flower color and smaller size of plant. Both these phacelias are quite easily grown in the east in a light soil in sun. They may need a little attention during long dry periods, though they are usually able to take care of themselves. Grow them from seeds, which are freely produced and easily germinated.

Sedum Nevii.

(December 4, 1934.) Nevius' stonecrop is one of the most beautiful of our native species and is also one of the best of landscape sedums. The genus has gained a poor reputation among gardeners, partly because growers saw an opportunity to make some

quick easy money when the rock garden craze struck this country in full force and sold everything with sedum attached to it regardless of value. The blame cannot all be placed there, however, for gardeners hawked creeping Charlie and all the other pests in the genus over back-yard fences until rock gardens became ridiculous jumbles of weeds. Unfortunately, all that gave the stonecrops a bad name, and it has taken some time for the better kinds to live down the faults of their kin and their kin's users. *Sedum Nevii* is one of the kinds which will hasten the coming of a new day in stonecrop usage.

The plant is, no doubt, too well known to need extended comment here, but it does not appear from the descriptions in catalogues that it is generally recognized that it varies not a little as it travels over the south from Georgia to the Potomac valley in West Virginia and westward to Missouri. Nor does it appear that growers recognize a difference in the hardness of material from the many parts of its range. Plants from Georgia and the Carolinas are seldom hardy here; some from Virginia have been fairly permanent, while one lot from West Virginia has behaved perfectly. There is, also, quite a difference in size and color of leaf. In my experience those with greenish or grayish leaves are the more delicate, requiring some shade during the hottest part of the day if they are to look their best or even persist for long. A form with red leaves, quite permanently red, too, which I received as variety *Beyrichianum*, though it is perhaps not that plant, is, on the other hand, not only able to take full sun with impunity, but it stands more dry weather than any other form I have ever grown and is, on these scores, a better landscape plant for general planting. I am sure that it will pay neighborhood growers to investigate this stonecrop, keeping a sharp lookout for the forms best suited to their local conditions.

Restharrow.

(December 15, 1939.) The species of *ononis* that are hardy in my cli-

mate are mostly desirable plants, not alone because of their easy culture (one exception, *O. cenisia*, to be noted later), but also on account of their summer-blooming habit. Most of them should also be welcomed by gardeners in the United States because of their ability to get along on little moisture. Of the seventy or more species mentioned in literature, occurring naturally from the Canary islands through the Mediterranean regions to northern Europe, not more than a dozen seem to be in commerce, and none of these appears to be well known. Those from the Canaries and some from southern Europe, such as *O. speciosa* and *O. aragonensis*, are not hardy here, and a few that I have grown are scarcely worth garden room, but the ones mentioned below are certainly worthy of the attention of the neighborhood grower. With one exception they are easily grown in any dry, sunny spot, and all are easily handled in the nursery.

The prize of the lot, according to my way of thinking, is *O. cenisia*. It is also the only one that could be called even fairly difficult to grow. Experience here shows that it cannot stand our longest dry periods without some attention, though an occasional soaking will carry it through anything yet to come my way. Given good drainage, sunshine and moisture enough to keep it from drying up, it will keep going for years, putting on an exhibition every summer which will be a revelation to its fortunate owner. The foot-long, or shorter, stems are prostrate, clothed with typical legume foliage, and for a month or more, commencing in June, usually by the middle of the month, it decks itself out in a garment of bright pink pea flowers.

The next in order of preference, in my estimation, is the European *O. hircina*, a 15-inch to 20-inch plant, with the general earmarks of a restharrow and the characteristic pea flowers, this time with rose-pink wings and white keels. Its greatest value is a long blooming period, commencing in May and continuing into August. The habit of so many of the restharrow of losing their bottom leaves

during long periods of dry weather is especially noticeable in this plant and, although it is rather unsightly at times, it does not materially detract from its ultimate value. In fact, it is a splendid plant to group in dry, sunny borders, especially if it is underplanted with annual *alyssum* or something of similar habit.

Three other kinds, *O. fruticosa*, *O. rotundifolia* and *O. spinosa*, may be taken together, as they differ more in height of plant than in other characters which are taken into account in a garden appraisal. They all have the appearance of shrubs, though all are herbaceous here and make annual growths a foot or two tall, producing their bright rose (whitish wings in *fruticosa*) in June and July, and are easily grown from spring-sown seeds.

Chrysanthemum Uliginosum.

(August 30, 1918.) When summer is on the wane, the giant daisy, *Chrysanthemum* (*Pyrethrum*) *uliginosum*, shows its worth by giving us large white daisies on tall stout stems, beautiful in a myriad associations in the garden and splendid for cutting. In the good soil ordinarily found in hardy borders it may make a stature of four or five feet, with sturdy stems, clean foliage and a quantity of flowers; give it the moisture-laden medium it is said to choose in its native Hungarian home and it may go on up to seven feet, making one of the most spectacular sights in the late summer garden.

Here is a plant of great value as a landscape ornament and also for cutting. It comes readily from fresh seeds planted outdoors in autumn, sometimes blooming the following year.

Calceolaria Mexicana.

(December 15, 1939.) Florists' calceolarias are of little or no interest to the nurseryman, of course, and the so-called hardy ones, like *C. polyrhiza*, are of little value to northern growers. There are a few annual species, however, which might easily be worked into our schedules, especially if one handles bedding plants. One of these, *Calceolaria mexicana*, has shown up well in my trials, indicating its value as a bedder throughout most of the country. Seeds planted in early April last year had produced plants in bloom when they were set out in early June. They were then about six inches high, perhaps

because their root run had been restricted to small pots, but they took hold immediately and kept blooming until frost, when they were a foot tall and almost as much across. Their flowers are the typical slippers of the calceolarias, yellow in color and abundantly produced at all times. Their stems are rather succulent and their roots quite short, indicating in the latter character, at least, that they grow naturally in moist situations. It was borne out in the trials, too, for the plants needed attention from the hose almost every day. Other than that, however, they were no bother at all. They were given a situation that received sunlight until about 3 p. m. Seeds received as *C. scabiosaeifolia* were almost identical.

Gillenia.

(May 3, 1932.) *Gillenia* is a genus of the rose family containing two species, *G. stipulata* (*G. stipulacea*) and *G. trifoliata*, both of which are native to central and southern United States. They are rarely seen in gardens and even more seldom are they found in plant lists. The reason for this neglect, I suppose, is that they are rather unshowy. I have a notion, though, based upon the reaction of visitors to this garden, that they could be sold if gardeners were shown what can be done with them.

Their greatest value as garden plants, in my estimation, is their beautiful foliage, 3-parted, with incised leaflets in the first named and serrate in the other. They have a reddish tinge, which often becomes bronzy with age, especially when fully exposed to the sun, and the stems are red. All these characters make lovely plants, whose pleasing effects are not marred by the appearance of showers of small flowers in summer, white in *stipulata* and pinkish in the other. Both are quite foolproof, doing well in ordinary garden soil, though they seem to prefer one containing leaf mold, and light shade is preferable to full sun. They grow from seeds, divisions and, no doubt, cuttings.

London Pride.

(December 15, 1939.) When I located the preceding notes on *Gillenia*, it started me to think about shade-loving plants and that naturally led to *Saxifraga umbrosa*, or London pride. And I wonder now, as I long have done, why this saxifrage is not more used in America. This is one

of the easier kinds, needing only a cool shady corner to make it contented, and is really not so tender to cold as some books would have us believe. That, at least, has been my experience, and I have both a dry and a cold garden. There is much variation in the species, to be sure, and some forms grown here from seeds collected in the warmer parts of its range have not been able to take our winters. Generally speaking, however, *umbrosa* is quite tractable and altogether lovely. The species is a rosette maker, whose leaves vary much in size, from that of a lush lettuce in the more vigorous forms of London pride to the small primrose-like tufts of variety *primuloides*. There is also variation in leaf color; so one has a wide selection to choose from. If your climate is not too hot, you will likely find some good material here for your list of shade lovers.

REGIONAL CONFERENCE.

[Continued from page 10.]

of the imagination be considered as applicable to the original intention of the government undertakings. His forceful comments brought home to the audience the trespass of such institutions upon the business of commercial nurseries and the need for action if further encroachment is to be prevented.

At the opening of the afternoon session an extremely enjoyable hour was spent in viewing motion pictures taken en route to the A. A. N. convention last July, at Portland and at San Francisco afterward. The pictures were shown by E. "Mike" Dering and explained by William J. Smart. The pictures had been taken by Peter Cascio, Hartford, Conn., and E. Peterson, Mr. Dering's partner.

Plans for the next A. A. N. convention, to be held at New York city next July, were told by Frank LaBar, Stroudsburg, Pa., A. A. N. executive committee member for region 1. The program of sessions is to follow the pattern of the Portland convention, he said, while entertainment of great interest will be provided, taking in the world's fair, at which the remarkable plantings will be of exceptional interest to nurserymen.

Richard P. White went into detailed explanation of the wages and hours law as it affects nurserymen and also told about the progress in the

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Special 1/4-in. and up.....	\$20.00
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Special 1/4-in. and up.....	Per 1000 \$ 5.00
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Special 1/4-in. and up.....	\$10.00
No. 1, 3/8-in. and up.....	8.00
No. 2, 1/2 to 3/4-in.....	6.00
No. 3, under 3/8-in.....	4.00
FAGUS AMERICANA. American Beech.	
Special 1/4-in. and up.....	\$15.00
No. 1, 3/8-in. and up.....	12.00
No. 2, 1/2 to 3/4-in.....	10.00
HAMAMELIS VIRGINIANA. Witch Hazel.	
Special 1/4-in. and up.....	\$30.00
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No. 3, under 3/8-in.....	6.00
ULMUS AMERICANA. White Elm. Northern strain.	
Special 1/4-in. and up.....	\$10.00
No. 1, 3/8-in. and up.....	8.00
No. 2, 1/2 to 3/4-in.....	6.00

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PRIVET AMOOR RIVER NORTH, 1 and 2-year, all grades.
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Please see our two page advertisements in the January 1 and 15 issues of the American Nurseryman for other items at attractive prices. It will save you money to cover your wants in these items at these attractive prices.

Send your want list for special quotations on items not offered in these ads, also ask for our regular wholesale trade list.

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J. R. Boyd
President

movement toward elimination of trade barriers.

Herbert Askwith, New York city, who has handled the advertising accounts of some big eastern nursery firms and at present handles the publicity of the Holland Bulb Growers' Association, told of the widespread publicity received by the project to line Sixth avenue, in New York city, with large trees after the removal of the elevated railway structure. He flashed on the screen clippings from newspapers all over the country commenting on this undertaking and recommending similar tree planting in various cities. It is proposed that the oriental plane, or more correctly London plane, be used as most suitable for the situation, and so that immediate effect may be obtained trees with trunks of six to seven inches are to be planted. He told further of the requirement of the New York state council that trees be planted about

a parking lot before it was given a permit to operate on the site of the old Hippodrome. Such projects could be fostered in other cities throughout the country, he asserted, and the publicity to that end, as well as the organization of civic groups for the undertakings, might well be fostered by a tree-planting institute.

Comments of some members present showed favor for the project, but no move toward an appropriation was made.

Upon the conclusion of this successful day's conference, it was voted to accept the invitation of the Michigan chapter to hold the regional conference in that state in 1941.

JACKSONVILLE CLUB.

The Jacksonville Florists' and Nurserymen's Club, Jacksonville, Fla., had its annual election of officers January 11. The members selected A. R.

Monroe, of Mills, the Florist, Inc., as president; Leo Fitzpatrick, of Fitzpatrick, Inc., vice-president for the florists; P. D. Shoemaker, of the Jacksonville Landscape Co., vice-president for the nurserymen; Albert Ashmead, of Ashmead's Flowers, secretary, and Mrs. Charles Keller, of Keller, Florist, treasurer.

At the suggestion of C. Leslie Whipp, three members of the club were appointed deputies to the sheriff of Duval county to assist in enforcing laws concerning the florists' and nurserymen's business in this county.

The annual banquet and installation of officers will be held February 8.

CONTRACTS for beautifying the Port Arthur-Beaumont highway have been awarded the Griffing Nurseries, Beaumont, which will furnish 600 oleander plants, and the Teas Nursery Co., Houston, which will provide crape myrtle plants.



Charlie Chestnut



The Right Approach in Selling

"Charlie," Emil says to me, "You take the Chevy truck tonight and go on down to the flower show. They are closing down tonight. Mrs. Morse called up, and she wants you to haul all the stuff back, chairs, tables and that. Mr. Morse will help, she says."

"Mr. Morse?" I says, "he couldnt lift nothing heavier than a ice cream cone and it couldnt be a double dip either or he might get a rupture. I'd sooner do it single handed. How would it be if I done it tomorrow A.M., the show aint over until nine anyway and besides I got to bowl with the civic club league at 9," I says.

"Got to be tonight on account of Sunday School tomorrow and the janitor has got to get the place swept out for Sunday School. Mrs. Morse said there aint only a few things. Quit beefing Chas. and get on down there at 9 oclock sharp. We dont want to get Mrs. Morse riled up. She might take the landscape job I figured two years ago if we treat her right," Emil says.

"Don't worry," I says, "old Morse never would spend a 5c on bushes etc. Saturday night and bowling night, and me out hauling junk. My team will throw me out," I says. "They better be ready right on the head at 9 or else they can call me out. I aint going to be hauling rubbish all over town all night. Thats what you get for getting so big hearted and promising Mrs. Morse that way."

Emil had walked over by the windmill and didnt hear me, so I says not too loud, "Another thing Emil you can pay me time and a half from the time I leave the house until I get back, in fact I will charge double time. Mr. Morse will help, thats a good one. Ill run that old skinfint ragged. Saturday night and me hauling junk. I got a good idea to tell Emil right now where I stand."

At nine oclock I pulled right up in front of the Baptist church and give the old horn a couple of good snorts and then I laid on the gas so as to give the truck a good warmup, just to leave the ladies know that I had arrived. I wasnt in no playful mood. I give it to her on the horn

a few times more until finally the ministers wife come out. She wasnt a bad old girl in a way, so I turned off the motor and yelled at her. "Wheres the junk at," I said, "tell the ladies Im in a hurry and I cant be horsing around all night."

She went on in and I sat there for 15 minutes. Nothing happened so I went inside. There wasnt no sign of the show letting up. Mrs. Morse was as busy as a mother hen. I stood there a while waiting to flag her down but I couldnt even get near. So I started to carry out a few chairs that wasnt bein sat in. I got 6 or 8 big ones out and on the truck and was just starting out with a settee when the ministers wife hailed me. "That settee belongs here in the church," she says, "so you wont need to take that."

"How about these chairs," I says, "do them go out." "No," she says, "they belong here too."

The church was no good place to relieve my feelings so I didnt say nothing. I was just bringing in the last of the chairs when I seen Mrs. Morse again.

"Oh Mr. Chestnut," she says, "we are having such a big crowd we have decided to stay open until 10 so you can just rest here for a while."

Before I could say anything she was gone again, so I just went over in the corner and sat down. The ministers wife seen me and brought me over a cupcake the size of a wal-

nut and a cup of lukewarm coffee. I downed that and waited.

Mrs. Morse was going by again with her hands full of papers so I took a crack at her, "Wheres your old gent at," I says, "aint he going to help me?"

"Mr. Morse is having a meeting at the bank but he will assist you just as soon as he can." She give me a cast iron smile and puffed right past like something was chasing her.

So I waited again. Two old ladies was sitting near by. One said, "Emma did you see that civil war dining room setting? Imagine giving that first prize when that table wasnt over 20 years old. I remember when Mrs. Hereford bought that from a mail order house after she was married. And whoever judged those knit pot holders didnt know their business. One was made in Japan and that got second prize."

I stood it a while longer and I says, "Say lady, what is this, a flower show or a rummage sale? There aint over a dozen lots of flowers in the whole place."

"Its a off time for flowers," she says "most of the ladies goes in for the other exhibits."

Just then I seen old man Morse stick his derby hat in the door and give a look around. I didnt give him a chance to sit down. "Here," I says, "grab on to this old marble top junker and we will throw her on the truck. Lets get going or we will be fooling around here all night."

"Handle this table very carefully, Mr. Chestnut," he says, "this belonged to Mrs. Morse's uncle Henry Codfish and the rumor is General



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Sheepblat was in the same room on more than one occasion during the Civil war."

"Is that a fact?" I says sarcastic like, "I know just how she feels. I got a cuspidor which was once used by Buffalo Bill."

I could see Mr. Morse wasnt no hand to take a joke so I didnt say no more. We carried the table over to the door. I says to Mr. Morse, "You open the door and I will balance her." He opened the door and just then my hat blew off. First thing I knew there laid the marble top on the cement steps busted right in the middle. I thought Mr. Morse was going to be very unpleasant but he didnt say much. He looked around to see if his old lady was in sight. "Better not say nothing to your Mrs. right now," I says, "she is liable to be a little put out."

"Mr. Chestnut," he says, "I feel there is going to be plenty of trouble. But let us get on with the work."

First there was a old rocking chair which belonged to Mrs. Krausmeyer that lives over the barber shop on the west side. Then there was 4 oil lamps and two or three old time pictures and some bed warmers and a Christmas cactus and tables and chairs of all kind. We piled her high and deep. It was 10 minutes to eleven when we rolled out looking like a moving day for some poor white trash.

Mr. Morse says "First stop is Krausmeyers."

So I slid her up to the curb. Some of my friends in the civic club was standing there chewing the rag when one seen me.

"Look here boys," he says, "theres Chas. Goldstein Chestnut. Wonder what he is paying for old bottles."

Doc Bussewitz was there too, and he yelled at Mr. Morse, "Well, well, Chauncy, fancy seeing you here," he says. "Lets see your union card."

The rocking chair was on the bottom of the load so we had to do a lot of moving around to get it loose. "Give her a little push," Mr. Morse said.

I heaved on it and busted one of them oil lamps so we had coal oil spread out over the bottom of the truck. Mr. Morse was getting a little put out with the whole thing.

Krausmeyer was there in his undershirt and a big stein of beer "Come in, boys," he said, and without waiting to ask he brought in two big schooners, one for Mr. Morse and



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America's finest Spruce, in Color, in Shape, and in Growth.

6 to 7 ft. B&B.....	\$15.00 ea.	8 to 9 ft. B&B.....	\$20.00 ea.
7 to 8 ft. B&B.....	17.50 ea.	9 to 10 ft. B&B.....	22.50 ea.

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one for me. I always heard Mr. Morse never took anything stronger than soda water, but he was sweating and tired and first thing I knew Krausmeyer filled his up again.

After that Mr. Morse was calling me Chas. and I called him Chauncy. Coming down stairs he caught his coat on the screen door and tore the pocket almost off. He grabbed it and tore it clean off. Chauncy was letting himself go for the first time in 40 years.

We got in the truck again and I says, "Where to now, Chauncy? Youre the pilot."

"Lets throw off them chairs at the undertakers first," he says.

So we wheeled up to Kelleys mortuary and tossed the chairs on the porch with a big clatter.

"Old Kelly will think a couple of his corpse wont stay put," Chauncy says with a loud laugh.

We seen all the lights in the house turn on but we was half way over

the bridge by then. We was heading out main street so I says, "We may as well drop off them 2 pitchers of Gen. Grant at Mrs. Clappers." We hung them on the door nob and rung the bell. That was Chauncys idea.

"Im getting awful dry," I says to Chauncy, "lets wheel out to my place. I got some cold ones on ice."

We took care of that and was just getting into the truck again, "Theres a dent in your derby," I says to Chauncy.

"What," he says, "only one dent? I'll give here a real dent." He took that derby and made as pretty a drop kick as I ever seen, clean over the fence. "Lets go," he says.

We was just going over the bridge again. It was a quarter to one. "Stop," yelled Chauncy. "For 40 years I been falling over that old marble top job of uncle Henry's. Heres a chance to get rid of it for good."

"One, two, three, over she goes,"

said Chauncy. That was the end of that table. As the old marble sunk into the mud, we watched the table bobbing along in the moonlight.

"Mrs. Morse will be wild," I says.

"Leave it to me and dont say nothing," Chauncy says.

"Well, what have we got left?"

"Only a couple of lamps and a chair and I dont know where they go and I dont give a dam," Chauncy said.

I figured it was time to get the old boy home, so I eased up in front of Morse's house. "Chauncy," I says, "you got a mighty pretty place here only you ought to get it landscaped in a first class way."

"And you are the man to do it," he says, "just take that plan you made two years ago and put it all in, everything. \$800.00 complete."

"Gosh, Mr. Morse, thanks," I says.

"Just call me Chauncy," he says, "I like it."

"So long Chauncy," I says.

Next A.M. I was down to get the Sunday paper and I seen a little sign in the window of the bank:

\$5.00 Reward
The undersigned will pay a reward of \$5.00 for the return of antique table, marble top. Lost from a truck in hauling.

Chauncy Morse

I went back up to the office. Emil was there working on his books. "Emil," I says, "I heard the F. & M. got that Morse job."

"If he uses my plan Ill sue him. I'd give a hundred dollars to get that job just to beat old Jake. He'll brag about that for years," Emil says.

"You mean a hundred dollars cash," I says.

"Yep cash," he says.

"O.K. Ill take the offer," I says, and I told him I had the order. Not all the details, but I convinced him. And he even give me \$4.00 on account right there on the spot, which was all the cash Emil had.

I seen Mrs. Morse a few days later.

"You certainly have a way with Mr. Morse. He wants to be on the committee next year," she says.

BECAUSE of temperature of 20 or more degrees below zero only a few members of the Twin City Nurserymen's Association attended the January meeting, with the result that business was forgotten. Dr. W. H. Alderman, chief of the division of horticulture at University Farm, St. Paul, gave a brief talk.

This Business of Ours

Reflections on the Progress and Problems of the Nurseryman—By Ernest Hemming

BLACK-STEMMED BAMBOO.

If there is an equivalent of the "oomph" of the glamour girl among plants used in landscape work, then I think the black-stemmed bamboo, *Phyllostachys nigra*, has it.

At least it has something that makes it stand out in a landscape planting in contrast to the heavy, stodgy planting usually seen about suburban homes. It is so delightfully airy and graceful that one would expect planters to have created a demand as soon as it came to the country. If I am not mistaken, it was introduced into this country about thirty years ago by Frank N. Meyer, who was collecting for the United States Department of Agriculture.

David Fairchild in his recent book, "The World Was My Garden," says, "I had been fascinated by the black bamboo. Its stems have an ebony cast and grow about twenty feet tall."

My observations of it for the past fifteen years in the latitude of Washington, D. C., lead me to think it would be hardy as far north as Connecticut at least.

For certain positions it is unsurpassed—a clump by a pool, to screen but not to hide, to give height without bulk. In other words, it is plant material for the landscape man that is different and makes it possible to get away from the deadly monotony of so much stereotyped planting.

It is coco green and looks first-class ten months out of the twelve.

The one objection of the landscape man to its use is that it has to be grown in position rather than placed there. As most plantsmen know, the bamboos are grasses. They spread by underground stolons, the same as grass, sending up their culms, or canes, at intervals as the stolons grow underground.

If the black bamboo is growing in a position that suits it, the plants are apt to spread as much as ten or twelve feet in, say, about three years. Even at that, they require as little attention as any plant I know to keep them where they belong.

It is a plant that perhaps would not lend itself to quantity production by the wholesale grower, but it

is a good plant for the retail nurseryman or florist to have, even if for nothing more than to be able to cut a few canes, ten to twelve feet or so, for a wedding decoration. E. H.

WRAPPING TREE TRUNKS.

The first time I recall seeing the trunks of young trees wrapped with paper to protect them was years ago at the Meehan nursery at Germantown, Pa. Harry Brown was foreman and every year his young *Paulownia imperialis* would be killed back to the ground. Of course they would grow up again from the roots, but the customers wanted live tops as well as roots.

Harry decided it was not the cold that killed back the trunks so much as the sun or maybe a combination of both. So he had them wrapped with newspapers. And a sight they looked as the paper got weathered and torn through the winter! But he had some good 6 to 8 and 8 to 10-foot *P. imperialis* trees the following spring.

I thought of Harry several years ago. We had a good block of *Acer rubrum*, red maple, clean and straight with smooth trunks, and began to wonder why red maple always seemed to be scarce, or at least not so plentiful as Norway and sugar maple. And when you did get them, they were more or less scarred or had borers. But I found out the following winter; practically every tree developed a sunscald or split, twelve or eighteen inches from the ground on the south side. It would have been real economy to have wrapped them with paper even at a cost of 5 cents per tree.

My hindsight always was good. Of late years, any planting job of trees off the nursery includes wrapping the trunks with paper prepared for the purpose. It comes in rolls and is about three inches wide, brown, so as not to be too conspicuous, and is wrinkled, so it will fit snug.

I am coming to the conclusion it is a pretty good practice with all thin-barked deciduous trees.

Last fall, having a good lot of standard or single-stemmed *Cornus florida*, we wrapped them. Maybe it will prove a protection against borers.

GRAFTED PLANTS

for spring delivery

Shipped from 2½-in. pots, about May 1. Earlier delivery if desired for southern or far western planting.

	Per 10	Per 100
<i>Acer palmatum</i> Ashi-Beni.....	\$3.50	\$30.00
<i>palmatum</i> atropurpureum.....	3.00	25.00
<i>dissectum</i> atropurpureum.....	3.00	25.00
<i>Cedrus atlantica</i> glauca.....	4.00	35.00
<i>Chamaecyparis obtusa</i> gracilis nana compacta.....	3.00	25.00
<i>Cornus florida</i> alba plena.....	3.00	25.00
<i>florida</i> pendula.....	3.00	25.00
<i>florida</i> rubra.....	3.00	25.00
<i>florida</i> Wolschii.....	3.00	25.00
<i>Fagus sylvatica</i> pendula.....	3.00	25.00
<i>sylvatica</i> Riverii.....	3.00	25.00
<i>sylvatica</i> tricolor.....	3.75	35.00
<i>Ilex opaca</i> feminea.....	2.75	25.00
<i>opaca</i> Howardii.....	2.75	25.00
<i>Juniperus columnaris</i> glauca.....	2.75	25.00
<i>columnaris</i> viridis.....	2.75	25.00
<i>chinensis</i> horizontalis.....	2.75	25.00
<i>chinensis</i> Sargentii.....	2.75	25.00
<i>chinensis</i> Sargentii glauca.....	2.75	25.00
<i>sequoiparva</i> glauca.....	2.75	25.00
<i>squamata</i> argentea variegata.....	2.75	25.00
<i>squamata</i> Meyer.....	2.75	25.00
<i>virginiana</i> Burkii.....	2.75	25.00
<i>virginiana</i> Canadensis.....	2.75	25.00
<i>virginiana</i> elegantissima.....	2.75	25.00
<i>virginiana</i> elaeagn.....	2.75	25.00
<i>virginiana</i> globosa.....	2.75	25.00
<i>virginiana</i> Ketele.....	2.75	25.00
<i>virginiana</i> Kosteri.....	2.75	25.00
<i>virginiana</i> Schottii.....	2.75	25.00
<i>virginiana</i> pendula.....	2.75	25.00
<i>virginiana</i> pyramidalis.....	2.75	25.00
<i>Magnolia Alexandrina</i>	3.25	30.00
<i>Halliana</i> stellata.....	3.25	30.00
<i>Lemeei</i>	3.75	35.00
<i>Soulangiana</i>	3.25	30.00
<i>Soulangiana</i> nigra.....	3.25	30.00
<i>Thuja occidentalis</i> Douglassii spiralis.....	2.25	20.00
<i>occidentalis</i> elegantissima.....	2.25	20.00
<i>occidentalis</i> lutea Gen. Pombody.....	2.25	20.00
<i>occidentalis</i> lutea B. & A. Type.....	2.25	20.00
<i>occidentalis</i> nigra.....	2.25	20.00
<i>occidentalis</i> Rosenthalii.....	2.25	20.00
<i>occidentalis</i> Warrenia (Sibirica).....	2.25	20.00
<i>orientalis</i> aurea nana.....	2.00	18.00
<i>orientalis</i> conspicua.....	2.00	18.00
<i>orientalis</i> elegantissima.....	2.00	18.00
<i>Tsuga canadensis</i> Sargentii.....	2.75	25.00

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MAPLE WHIPS, 5 to 6 ft. and 6 to 7 ft.Also complete line of
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Knapferi, Puckhansensis, Schlippenbachii, Murenaensis, Vaseyi, Enkianthus Camp., Juniperus Rigida, Taxodium Dist., White Spruce, Norway Spruce, Austrian, Mugho Pine, Specimen Yews, 12 to 15-foot spread.

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Brimfield Gardens Nursery
245 Brimfield St., WETHERFIELD, CONN.**QUARANTINE ACT.**

The United States Senate adopted the Schwellenbach resolution January 25 authorizing an investigation to determine causes for the failure of the Department of Agriculture to support its recommended changes to the plant quarantine act. The study will be conducted by a subcommittee of the Senate committee on agriculture and forestry, as yet unnamed by the chairman.

The resolution, introduced June 7, 1939, by Senator Lewis B. Schwellenbach, Washington, as adopted is as follows:

Resolved, that a subcommittee of the Senate committee on agriculture and forestry, to be appointed by the chairman of the committee, is authorized and directed to examine the Secretary of Agriculture and Lee A. Strong, chief of the bureau of entomology and plant quarantine, with respect to the following matters:

(1) Why the Department of Agriculture failed to keep the agreement made with the Senate committee on agriculture and forestry, acting on behalf of the Senate, on March 17, 1936, providing for the necessary sterilization of the bulbs imported into the United States, which were described in Senate bill 2983, Seventy-fourth Congress, first session.

(2) Why the Department of Agriculture failed to keep the agreement with individual members of the Senate, the basis of which is correspondence dated June 13, 1938, and July 5, 1938.

(3) Why, after the Department of Agriculture presented to individual members of the Senate and the House of Representatives and caused to be introduced the bills S. 1364 and H.R. 4036, an adverse report on such legislation was later submitted by the Department of Agriculture.

The subcommittee shall report to the committee on agriculture and forestry the results of the investigation, together with its recommendations.

BEAUMONT GROUP ELECTS.

P. A. Winkler was chosen president of the Beaumont Florists' & Nurserymen's Club, Beaumont, Tex., at the meeting held at his home, January 4. Other officers are Mrs. James Bettersworth, also of Beaumont, first vice-president; Macon Black, Orange, second vice-president, and A. C. P. Tyler, Beaumont, secretary-treasurer. Mr. Black showed colored motion pictures of flowering shrubs and trees.

THE Sarasota Nurseries, Inc., Sarasota, Fla., was recently incorporated by D. B. Lindsay, P. S. Conrad and P. M. Sauder.

SPENDING the winter in Florida, Mr. and Mrs. A. F. Boerner, of the Cedar Hedge Nursery, Cedarburg, Wis., are at Fort Lauderdale.

SEEDS 1939 CROP

NOW READY FOR DELIVERY

Prices F. o. b. New York

	¼ lb.	1 lb.
<i>Abies arizonica</i> , Cork Fir.....	\$1.30	\$6.00
" fraseri, Fraser Fir.....	1.20	4.25
<i>Acer palmatum</i> , small seeded.....	.75	2.50
" platanoide, Norway Maple.....	.40	1.25
" spicatum, Mountain Maple.....	1.00	3.50
<i>Aristotelia tomentosa</i>.....	.50	1.85
<i>Benzoin mativale</i> , Spicebush.....	.45	1.50
<i>Berberis thunbergii</i> , Japanese Barberry, c. a.....	.75	2.50
" thunbergii atropurpurea, c. a., 1000 seeds, \$1.00.....	5.00	16.00
<i>Betula nigra</i> , River Birch.....	1.50	1.50
" papyrifera, Canoe Birch.....	.45	1.80
<i>Bignonia radicans</i> , Trumpetreeper.....	.65	2.25
<i>Calycanthus floridus</i> , Common Sweetshrub, Northern seed.....	.50	1.65
<i>Camellia japonica</i>.....	.30	.90
<i>Catalpa speciosa</i> , Western Catalpa.....	.35	1.10
<i>Celtis mississippiensis</i> , Sugarberry, d. b.....	.55	1.80
" occidentalis, Hackberry, d. b.....	.45	1.60
<i>Cercis canadensis</i> , American Redbud.....	.55	1.85
<i>Clematis texensis</i> , Scarlet Clematis, c. a., ¼ oz., \$0.75.....	...	...
<i>Cornus alternifolia</i> , Pagoda Dogwood, c. a.....	.60	2.10
" canadensis, Bunchberry, d. b.....	1.05	3.75
" stolonifera, Red Osier Dogwood, c. a.....	.60	2.10
<i>Corylus americana</i> , American Hazelnut.....	.30	.85
<i>Crataegus oxyantha</i> , English Hawthorn, c. a.....	.35	1.30
<i>Cupressus arizonica</i> , Arizona Cypress (genuine).....	.90	3.25
<i>Cydonia japonica</i> , Flowering Quince, c. a.....	.90	3.25
<i>Daphne mezereum</i> , February Daphne.....	1.35	4.80
<i>Fraxinus americana</i> , White Ash.....	.25	.75
" lanceolata, Green Ash.....	.25	.75
<i>Halesia tetraptera</i> , Great Silverbell.....	.35	1.25
<i>Juniperus virginiana</i> , Red Cedar, d. b., Northern.....	.45	1.60
" virginiana, Red Cedar, d. b., Flatte River.....	.35	1.25
<i>Kalmia angustifolia</i> , Lambkill, c. a., oz., \$1.50.....	...	...
<i>Laurocerasus caroliniana</i> , Carolina Cherry-laurel.....	.35	1.25
<i>Liriodendron tulipifera</i> , Tulip Tree.....	.35	.75
<i>Magnolia fraseri</i> , Fraser Magnolia, c. a.....	1.40	5.00
" kobus, Japanese Magnolia.....	.75	2.50
" tripetala, Umbrella Magnolia.....	.60	1.75
<i>Malus baccata</i> , Siberian Crab, c. a.....	1.70	5.75
" coronaria, Wild Sweet Crab, c. a.....	1.25	4.50
<i>Morus rubra</i> , Red Mulberry, c. a.....	1.10	4.00
<i>Picea excelsa</i> , Norway Spruce.....	.55	1.75
" glauca albertiana, Black Hills Spruce.....	1.45	5.50
" pungens, Colorado Spruce.....	1.25	4.50
<i>Pinus attenuata</i> , Knobcone Pine.....	1.35	5.50
" caribaea, Slash Pine.....	.75	2.50
" jeffreyi, Jeffrey Pine.....	.90	3.25
" lambertiana, Sugar Pine.....	.70	2.40
" ponderosa, Western Yellow Pine.....	.50	1.85
" rigida, Pitch Pine.....	.70	2.25
" strobus, White Pine.....	.55	1.75
" virginiana, Scrub Pine.....	1.65	6.00
<i>Populus nigra</i> italica, Lombardy Poplar.....	.45	1.25
" tremula, European Aspen.....	.55	1.75
<i>Prunus besseyi</i> , Bessey Cherry, c. a.....	.60	2.50
" cerasifera, Myrobalan Plum.....	.25	.75
" pumila, Sand Cherry, c. a.....	.65	2.25
" virginiana, Common Chokeberry, c. a.....	.55	1.85
<i>Quercus coccinea</i> , Scarlet Oak.....	...	.22
" rubra.....	...	.30
<i>Rhamnus frangula</i> , Glossy Buckthorn, c. a.....	.50	1.45
<i>Rhododendron catawbiense</i> , Catawba Rhododendron, c. a., oz., \$0.80.....	...	...
" Cunninghamii, c. a., ¼ oz., \$1.00.....	...	...
<i>Rosa blanda</i> , Meadow Rose, dried hips.....	.55	1.75
" multiflora japonica, thorny, c. a.....	.25	.80
" multiflora japonica, thornless, c. a.....	.40	1.30
<i>Sambucus cœrulea</i> , Blueberry Elder, d. b.....	.90	3.25
<i>Sciadopitys verticillata</i> , Umbrella Pine.....	1.00	3.50
<i>Sequoia sempervirens</i> , Redwood, Genuine Calif. seed.....	1.00	3.50
<i>Taxus baccata</i> , English Yew.....	.60	1.25
" cuspidata, Japanese Yew.....	.55	1.75
<i>Thuja orientalis</i> , aurea conspicua, Goldspire Arbor-vite.....	.90	3.00
<i>Viburnum cassinoides</i> , Withe-rod, d. b.....	.55	1.70

Also a good list of perennials.
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Coming Events

CONVENTION CALENDAR.

February 5 to 9, second annual short course, Rutgers University, New Brunswick, N. J.

February 7, Rhode Island Nurserymen's Association, Biltmore Hotel, Providence.

February 7 and 8, Michigan Nurserymen's Association, Hotel Olds, Lansing.

February 7 and 8, Wisconsin Nurserymen's Association, Hotel Schroeder, Milwaukee.

February 8 and 9, Cincinnati Landscape Association, seventh annual school, Cincinnati.

February 14 and 15, Maryland Nurserymen's Association, College Park, short course and meeting.

CINCINNATI SCHOOL.

The seventh annual nursery school to be sponsored by the Cincinnati Landscape Association will be held at the Alms hotel, Cincinnati, O., February 8 and 9. The first day will be given over to nursery subjects, while landscape problems will be treated on the second day. The department of horticulture of Ohio State University is coöperating by sending several professors from Columbus to assist on the program for the morning and afternoon sessions. The evening sessions are being handled by the association.

At the banquet to be held on the first evening, the speakers will be presented informally and awards will be made in the design problem which has been sponsored by the association for students in landscape architecture at the University of Cincinnati. All persons in local nursery and landscape work are being invited.

The complete program is as follows:

FEBRUARY 8, 9:30 A. M.

"Review of Some of the Experimental Work in Horticulture," by Prof. L. C. Chadwick, Ohio State University.

"What a Nurseryman Should Know," by Prof. Alex Laurie, Ohio State University.

Luncheon.

"Fertilization Problems," by Prof. L. C. Chadwick.

"What's New in the Field of Horticulture?" by Prof. Alex Laurie.

Banquet at 6 p. m. Awards in design problem presented.

"Insects Affecting Ornamentals," by Dr. J. S. Houser, chief of department of entomology, Ohio agricultural experiment station.

"The Relationship of Regulatory Plant Pest Control to Sellers of Nursery Stock," by John W. Baringer, specialist in charge, Ohio insect and plant disease control.

FEBRUARY 9, 9:30 A. M.

"Show Grounds, a Means of Advertising Nursery Stock," by Prof. L. C. Chadwick.

"Flower Shows and Garden Contests as

Business Promoters," by Prof. Victor H. Ries, Ohio State University.

Luncheon.

"What Evergreens Should I Grow?" by Prof. L. C. Chadwick.

"New Books and Bulletins of Interest and Value to Nurserymen and Landscape Gardeners," by Prof. Victor H. Ries.

"Roadside Improvement," by Dallas D. Dupre, landscape architect, Ohio department of highways.

"Modern Gardens," by Prof. M. E. Bottomley, University of Cincinnati.

EASTERNERS TO MEET.

The Eastern Nurserymen's Association being merely a quarantine association had decided to waive a winter meeting this year, but when a bulletin was received from Washington regarding a public conference to be held there February 27 to consider the advisability of withdrawing federal quarantine against the Japanese beetle, the officers decided to hold a meeting of the association at the Hotel New Yorker, New York, February 13, at 1:30 p. m. Action will be taken on the matter, future policies of the association will be discussed, and officers elected for the coming year.

WISCONSIN PROGRAM.

The twenty-third annual convention of the Wisconsin Nurserymen's Association will be held February 7 and 8 at the Hotel Schroeder, Milwaukee. The first morning will be occupied with a general business meeting for members only, at which will be presented the address of the president, T. A. Singer, Milwaukee, and

the report of the secretary-treasurer, H. W. Riggert, Fort Atkinson.

The luncheon address will be delivered by Charles Hammersley. The afternoon session will be opened with a report on legislation by W. G. McKay, Madison. N. O. Eckley, agricultural instructor at the Fort Atkinson high school, will talk on "Future Farmers' Horticultural Program"; E. L. Chambers, state entomologist, will talk on nursery inspection activities, and H. J. Rahmlow, secretary of the Wisconsin Horticultural Society, will discuss new fruit varieties.

The morning of the second day will be devoted to a tour of the Milwaukee public museum. In the afternoon, Eugene Wengert, president of the Izaak Walton League of America, will speak. Roy Fairbrother, of the state board of vocational and adult education, Madison, will talk on "Importance of Selling," and C. L. Wachtel, of the Wachtel Tree Science & Service Co., Milwaukee, will speak on "Beautiful Trees and Some Phases of Tree Care."

Election of officers and other business will close the meeting.

MARYLAND SHORT COURSE.

The annual short course for nurserymen will be held February 14 and 15 in the horticultural building of the University of Maryland, at College Park. All nurserymen, whether from Maryland or adjacent states, will be welcome. A registration fee of \$2 will be charged for the course. A program has been arranged which will give the greatest amount of interesting and valuable practical informa-

ROSES - CALIFORNIA GROWN

H. T. - H. P. - Polyantha
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SHADE TREES

Ash, American	Per 10	Per 100
10 to 12 ft.	\$10.00	\$90.00
2 to 2 1/2-in. cal.	15.00	140.00
2 1/2 to 3 -in. cal.	20.00	185.00
Elm, American		
10 to 12 ft.	6.50	60.00
2 to 2 1/2-in. cal.	12.50	115.00
2 1/2 to 3 -in. cal.	20.00	175.00
Elm, Chinese		
8 to 10 ft.	10.00	95.00
10 to 12 ft.	12.50	115.00
Flowering Crab (assorted varieties)		
3 to 4 ft.	4.50	40.00
4 to 6 ft.	6.00	50.00
Maple, Norway		
10 to 12 ft.	10.00	90.00
1 1/2 to 2 -in. cal.	12.50	115.00
2 to 2 1/2-in. cal.	17.50	165.00
2 1/2 to 3 -in. cal.	22.50	200.00
3 to 3 1/2-in. cal.	30.00	275.00
Oak, Pin		
1 1/2 to 2 -in. cal.	16.50	150.00
2 to 2 1/2-in. cal.	20.00	185.00
2 1/2 to 3 -in. cal.	30.00	275.00
Poplar, Lombardy		
5 to 6 ft.	1.80	16.00
6 to 8 ft.	2.00	18.00
8 to 10 ft.	3.00	22.50
10 to 12 ft.	4.50	35.00
Specimen Apple Trees		
7 to 8 ft.	12.50	100.00
Willow, Weeping		
6 to 8 ft.	6.00	50.00
8 to 10 ft.	8.50	75.00

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— ROSES —

Pin Oaks — Sugar Maples
Apples — Pears
Shrubs, etc.

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tion in the allotted time. It is as follows:

FEBRUARY 14, 9 A. M.

"Nursery Management," by L. C. Chadwick, of Ohio State University.

"Labor-saving Devices in the Nursery," by Homer Kemp, of Bountiful Ridge Nurseries.

"Insect Control," by Dr. E. N. Cory, state entomologist.

"Growing Shade-loving Plants in the Open," by Jack Amatt, University of Maryland.

Time out to visit commercial exhibits. Luncheon with personal introductions of commercial exhibitors.

"Nursery Management," by L. C. Chadwick.

"Public Taste in Perennials," by P. Donofrio, of D. & C. Hardy Plant Gardens.

"Public Taste in Bedding Plants," by Clarence Eck, Baltimore.

"Moving Shade Trees in Summer," by M. G. Coplen, of Rockcreek Nurseries.

"Evaluating New Varieties of Small Fruits," by George M. Darrow, U. S. D. A. horticultural station, Beltsville, Md.

"What Does the Public Want in Small Fruits?" by S. W. Rayner, Salisbury, Md.

"Time Needed to Popularize New Strawberry Varieties," by Lee Allen, Salisbury, Md.

Time out to visit commercial exhibits. Banquet in university dining hall at 6:30 p. m. Charge \$1. Hale Harrison, of Harrisons' Nurseries, Berlin, Md., toastmaster.

FEBRUARY 15, 9 A. M.

"Modern Trend in Landscape Architecture," by Mark Shoemaker, University of Maryland.

"Unusual Plant Material for Landscape Work," by Gustav Molmsborg, Masonic home, Elizabethtown, Pa.

"Meeting the Public with New Ideas," by D. F. Shipley, Loch Raven, Md.

"Extended Uses for Landscape Materials," by Dan Stoner, Westminster Nurseries.

"Sod Work as It Affects the Landscape Nurseryman," by C. H. Willis, Hyattsville Nurseries.

"Root-promoting Substances," by Dr. F. E. Gardner, U. S. D. A. horticultural station, Beltsville, Md.

Time out to visit exhibits. Luncheon talks on "Psychology of Buying and Selling," by Dr. Jenkins, University of Maryland; "Valuing of Advertising," by P. D. Saunders, Southern Planter; "Salesmanship," by Harry Richardson, of the Eastern Shore of Maryland.

"Historical Background of Nursery Practices," by F. C. Bradford, officer in charge, plant trial gardens of the U. S. D. A., Bell, Md.

"Propagation," by Dr. F. E. Gardner, U. S. D. A. horticultural station, Beltsville, Md.

"Rose Propagation," by William Lehr, Baltimore, Md.

"Propagating Unusual Southern Plants for Maryland," Sam Hemming, Eastern Shore Nurseries.

"Propagating New Introductions," by Henry J. Hohman, Kingsville Nurseries.

THE contract for landscaping Milner avenue, Albany, N. Y., has been awarded to F. A. Danker. The work will involve the development of a continual garden of flowers from spring to late fall, shrubs, deciduous trees and extensive lawns.

We offer the following
grafted plants,
shipped from
2 1/4-inch pots
on or about May 1, 1940

JUNIPERUS

SIZE: 8 to 12 ins.	Per 100	Per 1000
chinensis columnaris	\$22.50	\$200.00
glauca	22.50	200.00
mascula	22.50	200.00
Pfitzeriana	22.50	200.00
Pfitzeriana Kallay's	35.00	300.00
compacta	22.50	200.00
pyramidalis	22.50	200.00
scopulorum Chandler's	22.50	200.00
blue	22.50	200.00
squamata Meyer's	22.50	200.00
virginiana Burkil	22.50	200.00
Canertii	22.50	200.00
Canertii Kallay's	22.50	200.00
elegantissima	22.50	200.00
glauca	22.50	200.00
globosa	22.50	200.00
Keteleeri	22.50	200.00
pendula	22.50	200.00
Schottii	22.50	200.00

The following are branched bench grafts on heavy understock, shipped with moss balls about June 15 after the new growth has hardened in:

SIZE: 8 to 12 ins.	Per 100	Per 1000
Picea pungens		
Kosteriana	\$30.00	\$250.00
Moerheimii	35.00	300.00

THUJA

SIZE: 8 to 12 ins.	Per 100	Per 1000
occidentalis Columbia	\$17.50	\$150.00
elegantissima	17.50	150.00
lutea	17.50	150.00
pyramidalis	17.50	150.00
suturalis	17.50	150.00
orientalis compacta, 6 to 8 ins.	17.50	150.00
Kallay's golden, 8 to 12 ins.	17.50	150.00

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NEW PERENNIALS

To modernize your line and increase your sales. All field-grown plants.

	Per 100
Aethionema Warley Rose. Bright pink, 3-in. pots.	\$20.00
Aster Beechwood Challenger. New red	15.00
Chrysanthemum Esther Read. New dbl. white	25.00
Dianthus Rose Unique. Deep pink, fragrant	15.00
Gaillardia Barnes Ruby. Best clear red	15.00
Gaillardia Mr. Sherbrook. Best pure yellow	12.00
Heuchera Bloom's Variety. New coral-red	15.00
Heuchera Freedom. New light rose	20.00
Heuchera Oakington Jewel. Coral-red, tinged copper	20.00
Heuchera Mary Rose. New pink	15.00
Heuchera Snowflake. Large pure white	20.00
Phlox subulata Camila. Large salmon-pink	15.00
Phlox subulata Snow White. White, compact	15.00
Veronica incana rosea. Silver foliage	20.00

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Hardy Northern Type — Mature stock, power dug.
Bolleana Poplar Whips, English Privet
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Indiana Two-day Meeting

*Extend Program as Hoosier Association
Reaches New High Membership Mark*

In spite of snow and cold, the sixth annual meeting of the Indiana Association of Nurserymen, January 23 and 24, was well attended, and the extension of the program to two days proved successful. All sessions, luncheons and banquet were at the Athenæum, Indianapolis.

In his opening address, President Alex Tuschinsky commented on the rapid rise of the association from twelve members to fifty-five at the opening of the convention—and five more were added later. Registration was close to the 100 mark, and somewhat more than that number enjoyed the banquet in the evening.

Concluding his remarks President Tuschinsky presented three recommendations. One was in opposition to the extension of government nurseries; in Indiana there are four state nurseries aggregating over 100 acres and one federal nursery of fifty acres. Secondly, he recommended closer coöperation in the association, through members' buying from one another and possibly purchasing supplies coöperatively. Third, he recommended steps against the fly-by-night dealers and thought wholesale firms should not sell to them, as a matter of principle.

A paper on the weather, chiefly from a historical point of view, prepared by J. H. Armington, senior meteorologist of the United States Weather Bureau at Indianapolis, was read by his assistant, J. J. Smith.

Colored slides of trees and plants were presented by John D. Siebenthaler, Dayton, O., with interesting comments. Some of the plants shown were unusual from point of growth or other oddity, while others were unusual only in their rarity in that section.

"Value of Association Membership, Both State and National," was the subject of an address by Richard P. White, A. A. N. executive secretary. He pointed out particularly the large amount of effort required in opposing or proposing legislation, asserting that a good deal more is required than just drafting a bill in order to get a desired measure on the statute books. The task is too great

for individuals, and united effort through organization is the only answer.

Plants native to Indiana were the subject of an interesting talk by Scott McCoy, of the botany department of Butler University. He mentioned a considerable number of plants, some illustrated by colored slides. His thesis was that if nurserymen would propagate and sell for garden use some of the rare native plants, there



Homer L. Wiegand.

would be less danger of their extinction by amateur gardeners' removing them from their native haunts.

At the banquet in the evening Philip Lutz, Jr., former attorney general and a peony grower, was master of ceremonies and the speaker of the evening was Lieutenant Governor Schricker, a fluent speaker, whose message was the civic obligations of businessmen beyond their trade interest in the government.

The opening speaker the second day was Albert Stump, Indianapolis attorney, who spoke inspiringly on the merchant, or businessman, as a stimulus to progress through the ages.

"Improved Fruit Varieties" was the subject of comments by Stanley Johnston, superintendent of the Michigan State College experiment station, at South Haven. He urged the thorough testing of new fruit varieties and the removal of old and

inferior kinds from nurserymen's catalogues. The rise in the use of citrus fruits in recent years has been a problem for the deciduous fruit growers. In Michigan, among apples Jonathan leads, followed by Delicious or its red sports and McIntosh, and some new ones are coming in. Among peaches, Elberta is first, now comprising sixty per cent of the plantings, though formerly eighty per cent; Hale Haven and other hybrids of similar parentage are coming to the fore. Bartlett still heads the pears, though Gorham is a new one attracting attention. Plums, a drug on the market from 1925 to 1935, are better off now; Grand Duke and Monarch lead, with Stanley the best of the new ones. Premier is the leading strawberry in Michigan, Latham the first red raspberry and Cumberland the leading black. Red Lake is the chief currant.

Representatives of the First Bancredit Corp. appeared to explain the F. H. A. finance plan for landscaping as a part of home modernization. Because the installment plan of purchase is available on many household items, nurserymen no doubt find difficulty in selling a planting for a moderate home on a cash basis. Hence the adoption of the installment basis of selling would probably widen the nurseryman's market, enable him to get a better price than when asking all cash, increase the amount of the sale and remove his worry about collection. The matter is worth nurserymen's consideration, because their customers have been educated to installment financing.

"Changing Ideals in Business" was the subject of an address by Toner M. Overly, director of the Indianapolis Better Business Bureau, in which he called attention to the higher standards of business ethics which have become general through recognition as a sound and profitable practice.

Called upon by the chair, F. R. Kilner, editor of the American Nurseryman, spoke briefly on the trade convention as a means of business education.

At the business meeting that concluded the afternoon session, Homer L. Wiegand was elected president and M. B. Esterline, vice-president. Kenneth Randel was reelected secretary-treasurer. Victor Judson, Bristol, Ind., was elected to the executive committee, the remaining members continuing: A. B. Cunningham, Lloyd

SURPLUS**Elberta June Buds**
5/16-7/16-9/16 caliper

Also other varieties of peaches, plums, prunes, apricots, etc., in fine June bud and yearling stock.

Also Yunnan and Shalil—Nematode-resistant rootstocks and seed.

We have in Alabama fine June Bud Peach on nematode-resistant (Shalil) rootstocks in the following varieties: Early Hiley, J. H. Hale, Georgia Belle, Hale Haven, Early Rose and Elberta.

Stock ready for shipment

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Who offers the nursery trade of this country the greatest line of rare trees and shrubs?

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But use your business stationery, as post cards will be ignored.

W. B. CLARKE & CO.
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Colorado - Grown

Chinese Elm, seedlings and transplants.

Caragana Arborescens, transplants only.

Now booking orders for spring shipment in combination carloads. Wholesale list on request.

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Box 330
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Lake's Shenandoah Nurseries

Growers of High Quality Stock

A Large Stock of
BARBERY ATROPURPUREA and
THUNDERBOLT, 2-yr. branched seedlings,
9 to 12, 12 to 15, 15 to 18 and 18 to 24 inches
Write for our New Spring Bulletin
Shenandoah, Iowa

Pottenger, Harry Hobbs and Carl Haas.

Because the treasurer's report showed a balance of \$79 as against \$197.32 the year before, a proposal was made to increase the minimum dues from \$2 to \$5, and the higher brackets in proportion. After some discussion, it was voted to refer the matter to the executive committee for report at the summer meeting.

Harry Hobbs, reporting for the legislative committee, told the fate of the lien law in the state legislature. It passed the house and the senate, but with its teeth extracted. However, the governor failed to sign the bill; so it will be necessary to produce it again at the next legislative session.

Having opposed the invitation of the A. A. N. convention to the state until the Indiana association was stronger, Ollie Hobbs said he thought the time had come and proposed that a committee act with the secretary of the Indianapolis convention bureau to draft a letter of invitation for the convention in 1941 or 1942.

Homer L. Wiegand was unfortunately ill in bed at the time of the convention. A letter expressing regret at his absence was passed around and signed by those present. He had sent word inviting the association again to hold its summer meeting at the Wiegand nursery, and the invitation was accepted.

Some discussion prevailed about holding the next winter meeting at Purdue University, in response to the invitation of Prof. Laurentz Greene a year ago, and the matter was referred to the executive committee to make suitable arrangements if practicable.

At a meeting of Indiana A. A. N. members, W. E. Cunningham, Waldron, was elected chairman for the ensuing year, while M. B. Esterline was continued as secretary. Mr. Esterline was elected delegate to this year's convention, and Ollie Hobbs, alternate.

A. L. FISHER has rejoined the sales force of the Onarga Nursery Co., Onarga, Ill., after having engaged in landscaping operations in the vicinity for the past few years.

DURING farmer's week at the University of Minnesota, last month, was presented an exceptionally fine talk by H. J. Reid, of the landscape department of Holm & Olson, Inc., St. Paul, on hedges and hedge materials for farm homes.

Pin Oaks — all sizes
Lonicera Fragrantissima
Large Hemlock

AND A
GENERAL LINE
OF STOCK

grown in the
Fertile Bluegrass Area

HILLENMEYER NURSERIES
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THUJA ORIENTALIS SEEDLINGS

2-yr., 4 to 8 ins., \$3.00 per 1000

Special prices on *Tsuga Canadensis*, 2 to 8 ft.; *Taxus Capitata*, 1 to 4 ft. Also *Spruce*, *Pines* and *Firs*. Class 1 Japanese Beetle Certificate.

QUALITY NURSERIES
Allenwood, Pa.

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A.A.N.

AMERICAN ELM

Straight—Nicely branched—
Well rooted

	Per 100
6 to 8 ft.	\$ 30.00
8 to 10 ft.	40.00
10 to 12 ft.	60.00
2 to 2½-in. cal.	75.00
2½ to 3-in. cal.	100.00

A few trees or carlots. A nice assortment of other stock at surplus prices.

WEDGE NURSERY

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Red Aronia
Black Aronia
Cornus paniculata
Crataegus Crus-galli
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Viburnum molle
Viburnum Opulus

2-year-old strong home-grown seedlings, 12 to 15-in. size.

Write for prices.

HINSDALE NURSERIES, Inc.
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WRITE US FOR SPECIAL PRICES ON

Apples—Cherries, Sweet and Sour
Peaches—Plum—Pear—Quince
WE CAN SELL AT A PRICE THAT WILL
BRING REAL PROFITS TO YOU.

KELLY BROS. NURSERIES
DANVILLE, N. Y. Since 1880

Massachusetts Meeting

Interesting Addresses Feature Single Day's Sessions at Annual Gathering at Boston

The annual meeting of the Massachusetts Nurserymen's Association was held at the Hotel Kenmore, Boston, January 9, with an attendance of about sixty. Because of illness, the president, Lloyd A. Hathaway, was absent and his place was taken by Vice-president Cornelius Van Tol. The reports of the secretary and treasurer, Winthrop H. Thurlow, were full and interesting.

It was announced that the state of Massachusetts was setting aside a substantial sum for giving increased publicity to the various branches of agriculture in the commonwealth, and the president's address stressed the desirability of the organization's taking needed action to secure a share of the appropriation. Considerable discussion followed on how best to use any money received for advertising the industry. None seemed to favor newspaper advertising; the general consensus was that the radio be used, with one-third of any amount received going into spring advertising and two-thirds into fall advertising, the latter being the season when nurserymen needed more business. It was asserted, also, that sending out helpful booklets through the radio station, as well as by nurserymen themselves, would greatly assist.

W. N. Craig and J. J. McManmon were appointed a committee on resolutions, and P. J. Van Baarda, Charles R. Fish and C. van der Pol, on nominations.

Harlan P. Kelsey spoke at some length on government and state competition in the nursery industry. He had copious statistics, which he had gone to much trouble to secure, showing the increasing numbers of forest trees and various shrubs being grown in Massachusetts for woodland plantings or roadside beautification, which nurserymen in common with other industries were being taxed to produce. All over the country there was ample evidence of the same happenings, and there was a menace to the business in this increasing bureaucracy, he said. Considerable discussion followed this talk.

Howard S. Russell, secretary of the farm bureau of Massachusetts, spoke

on the work of the bureau for various agricultural interests and said there was no good reason why the nurserymen should not receive equal benefits. After much discussion, a committee was appointed to bring in recommendations after luncheon. It suggested raising the dues from \$5 to \$10 per year and joining the farm bureau. After discussion, it was



Cornelius P. Van Tol.

voted to increase dues by \$2.50 per year and pay this sum to the farm bureau.

At the afternoon session, Dr. E. D. Merrill, director of the Arnold Arboretum, was the principal speaker. He traced the history of that institution, started in 1868 with a nucleus of \$100,000 left in the will of James Arnold, of New Bedford, and developed under the late Charles S. Sargent as director from 1873 until his death in 1927. At the outset, only \$3,000 yearly was available for the upkeep, but this increased as years went along and interest in trees and shrubs mounted. The arboretum was the first of its kind in the New World. There are now about forty others, some like the Morton Arboretum, in Illinois, and the Morris Arboretum, in Pennsylvania, being really quite large institutions. There is a botanical library of over 45,000 volumes,

many of which are quite rare, and it could not be duplicated, in all probability, for less than \$1,000,000. There are in the arboretum specimens of over 7,000 woody plants, the number being steadily increased by additions secured by W. H. Judd on yearly European trips and by Donald Wyman in Canada. The arboretum has introduced many valuable hardy plants in commerce today and has been willing to assist nurserymen with seeds, cuttings and plants, for which there is no charge. Dr. Merrill was given a rising vote of thanks for his address.

H. S. Tiffany, of the nursery division at the Waltham field station, spoke of work done and being planned to assist nursery interests. The staff is planning to study ericaceous plants and boxwoods, among other items, and to secure useful data on peat deposits.

E. W. Higgins, of the Frost & Higgins Co., gave an interesting talk, illustrated with films showing the moving of big trees which ran in exceptional cases up to as much as 100 tons in weight.

In order to get some idea of acres, pay rolls and gross sales, some of the members filled out slips, covering 1,822 acres, on which the pay roll was \$441,000 and gross sales \$1,021,000. This is but a fraction of the total for the entire state, however.

W. N. Craig read resolutions on the deaths of Julius Heurlin, of South Braintree, and Mrs. Charles Adams and Mrs. Walter Adams, of Springfield.

The nominating committee presented the following slate, which was unanimously adopted: President, Cornelius Van Tol, Falmouth; vice-president, Winthrop H. Thurlow, West Newbury; secretary and treasurer, Lloyd Hathaway, North Abington; executive committee, W. N. Craig, Seth Kelsey, Harold S. Tiffany and Louis A. Reardon. A rising vote of thanks was voted to Winthrop H. Thurlow for his long term of service as secretary-treasurer, accompanied with an honorarium. A telegram of good cheer was sent to Lloyd A. Hathaway, the president, regretting his absence.

AT a recent meeting of the Universal Club in his city, J. W. Esterline, president of the Eagle Creek Nursery Co., Indianapolis, Ind., was the speaker.

The Best in Native
Nursery-Grown

Rhododendrons

Kalmia Hemlocks

Azaleas and Pieris

LaBars' Rhododendron Nursery
STROUDSBURG, PA.

TAXUS

Cuspidata Capitata

1½ to 10 feet.

Best available.

Carloads or truckloads only.

VISSER'S NURSERIES
Springfield Gardens, L. I., N. Y.

**WHOLESALE TRADE LIST
JUST ISSUED**

Lower prices on Evergreens, Deciduous Trees, Shrubbery, Berry Plants, Barberry Thunbergii, green and red; Evergreen Barberry, Glossy Privet, California Privet, Lining-out Stock, 2-yr. Budded Apple Trees, Peach Trees in quantity—Hale Haven, South Haven, Elberta, etc.

It would be to your interest to have our new trade list which will be mailed on request. For large quantities mail us list for Special Letter Prices.

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Brevifolia
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Intermedia
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Write Us

JACKSON & PERKINS COMPANY
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PIERIS JAPONICA
6 to 8 ins., 1-yr., tpi., beds....\$100.00 per 1000
8 to 10 ins., 2-yr., tpi., field.... 180.00 per 1000
BIOTA AUREA NANA
8 to 10 ins., 1-yr., tpi., field.... 175.00 per 1000
BRIDGETON, N. J. Write for catalogues.

**BURR'S QUALITY
BERBERIS THUNBERGII**

(Japanese Barberry)

SEEDLINGS (1-yr.) Per 1000 Per 10,000
9 to 12 ins.....\$2.00 \$20.00
6 to 9 ins..... 7.00 50.00
3 to 6 ins..... 5.00 35.00
Can ship now or when you say.

C. R. BURR & CO., INC., Manchester, Conn.

LONG ISLAND MEETING.

The ninth annual meeting of the Long Island Nurserymen's Association was held January 22 at the State School of Applied Agriculture, at Farmingdale, N. Y.

The regular activities of former years, namely, the exchange bulletin, the credit list and garden club day, were continued by unanimous vote. The exchange bulletin, in which much of the nursery stock of the association's members is listed, is circulated among the nurserymen on Long Island and many landscape architects and other nurserymen in the northeastern United States. The credit list, in which the credit ratings of many wholesale and retail buyers of nursery stock on Long Island are compiled, goes privately to contributors to the list only. The garden club day, an annual feature for eight years now, is an invitation to members of garden clubs on Long Island to attend an afternoon of lectures and competitions.

Although discussion revealed that the members were aware that attempts in the past to coördinate prices had been a failure, it was voted to have a committee discover the amounts of important nursery items on Long Island and report the findings for the information of the members at future meetings. The committee appointed consists of Messrs. Hart, Koster, Foulk, Visser, Birkentall and Sammis.

It was voted to contribute \$75 from the association's treasury to the expenses of the committee on arrangements of the A. A. N. for the annual meeting in New York next summer. The remainder of Long Island's quota of \$125 was pledged by Bagatelle, Hart's and Bulk's nurseries.

Upon motion, it was voted that the association endorse the proposed horticultural center at the Farmingdale school. This project, part of which has already been started, will be valuable to all horticulturists, amateur and professional. It will demonstrate a variety of landscape situations and the plantings to fit each one.

The officers for 1940 are: President, Jac Bulk, Babylon; vice-president, W. Flemer Foulk, Albertson; treasurer, Matthew Ottevanger, Mineola; secretary, G. Bradley Hart, Wading River. John Visser, Springfield Gardens, was elected executive committee member for three years.

G. Bradley Hart, Sec'y.

Have Inquiry For

Platanus Orientalis, 2-yr. whips
Quercus Palustris, 5 to 6 ft.
Acer Platanoides, 6 to 8 ft.
Quercus Rubra, 4 to 5 ft.
Ulmus Americana, 5 to 6 ft.
Ginkgo Biloba, 4 to 5 ft.
Gleditsia Triacanthos, 3 to 4 ft.

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What Have You?

I offer Privet, Barberry, Berry Bushes, Fruit Trees, Shrubs, Lining-out Stock, Perennials.

Mail your Want Lists

ARTHUR DUMMETT
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We have a fine assortment of excellent trees for Landscape, Parks or Street Planting.

Pin Oaks, Red Oaks, Honey Locusts
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TAXUS
AZALEAS
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PRIVET and BERBERIS
Splendid Stock
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PRINCETON NURSERIES
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SUPERIOR
Hardy Ornamentals

Old English
BOXWOOD
Wholesale
10 ins. and up — Any quantity
BOXWOOD GARDENS
Mrs. R. P. Royer, High Point, N. C.

Virginia Meeting

Blizzard in Southern States Seriously Hampers Attendance at Sessions of Richmond Convention

Although the attendance at the winter meeting of the Virginia Nurserymen's Association, at Richmond, January 23 and 24, was greatly reduced, because of an almost unprecedented blizzard, some twenty-five or thirty members attended the meetings on both days.

A most interesting and instructive meeting was held the evening of January 23, when those members present were addressed by Miss Louise Bernard, of the state board of education, on "Increasing Sales." Virginia nurserymen feel that they are doing well at growing and propagating nursery stock, but they are vitally in need of instruction and information which will enable them to sell the stock they grow. In canvassing the field, it developed that Miss Bernard was specializing in this problem, and she brought to the group inspiration and many helpful suggestions. Under her supervision the state board of education is conducting short courses in salesmanship, and the nurserymen at Richmond made preliminary arrangements for a course this winter on this subject.

To Increase Sales.

The high lights of Miss Bernard's talk on increasing sales included a warning to keep away from price cutting as much as possible. Miss Bernard pointed out that 1,100 retail stores in the United States are failing every day, and this is largely attributed to the lack of proper record keeping. Statistics, according to Miss Bernard, indicate that fifty-nine per cent of each dollar in business goes to the cost of distribution. One of the overhead costs which are essential and which consume a large proportion of the overhead in business is the cost of making the finished product attractive.

Another statement of importance to nurserymen was that eighty-five per cent of the buying in the retail field in all businesses is done by women.

The service given is what the customer notices and remembers, and the same may be said of neatness and the arrangement of the shop or the

nursery plantings near the sales lot, greenhouse, etc. A comfortable and inviting atmosphere is helpful and essential for the successful businessman of today. The customer even notices temperature, cleanliness and lighting. Many business houses fail because they lack promptness in waiting on the customer.

Another important thing to cultivate is approach. Much may be said on the approach of the business representative. One must find out quickly what the customer wants or needs and show a genuine interest in each customer. Another thing, let the product sell itself—don't talk too much.

According to Miss Bernard, statistics indicate that many sales fail to get across on account of poor telephone selling. It is thought that nearly eighty per cent of the sales are lost in this way. Oftentimes it is better to say, "Let me come out and see you."

Landscaping.

Max Freydeck, assisted by David Laird, a Richmond nurseryman, developed an exceedingly interesting lecture on the landscaping of colonial estates, illustrated by colored slides. These slides represented careful work over a period of twelve years and were especially selected from photographs which Mr. Freydeck had taken himself.

The meeting adjourned at 10:30 p. m. and the members had difficulty in getting home in the storm. The following morning the program was scheduled to begin at 9:30, but 3-foot snowdrifts kept many from getting to the hotel before 1 o'clock.

During the morning Owen Wood, president of the American Association of Nurserymen, presented several subjects of much interest to nurserymen throughout the country.

In the afternoon, when John O. Williams, president of the Virginia association, arrived, the program was continued, and a satisfactory program was made possible because of the twenty-five people in attendance, among whom were most of those on the program.

The subject of spray equipment

adapted to the control of insects and diseases in nurseries was discussed by F. H. Blackwell, Roanoke, who represents one of the larger spray machinery manufacturing companies. C. H. Willey, associate state entomologist, spoke on the important insect pests which are making spraying of nurseries essential. A spray program for nurserymen was discussed briefly by Mr. Willey, G. W. Underhill, of the Virginia agricultural experiment station, and others.

As a result of the discussion on crop pest control, the association approved the following resolution: "That the secretary be instructed to request the director of the state experiment station to set up a project to study insect pests injuring nursery stock so that a control program may be worked out."

It was thought that an entomologist should be assigned to this problem as a major project, and the resolution was unanimously approved.

Owen Wood followed with a discussion on A. A. N. matters and stressed the social security act and the wage-hour law. He was also given an opportunity to organize a stronger local chapter of the national

NURSERY SEEDS

	1/2 lb.	1 lb.
Apple, French Cider Crab.....	\$0.30	\$0.85
Cherry, Mahaleb.....	.25	.65
Cherry, Mazzard.....	.25	.65
Plum, Myrobalan.....	.25	.75
Ampelopsis tricuspidata, clean seed.....	.40	1.50
Azalea, we have a complete assortment of high quality seed, all tested by us. See our catalogue for these.		
Berberis Thunbergii atropurpurea, dry berries, 10 lbs.....	1.50	5.00
Berberis Thunbergii atropurpurea, clean seed.....	3.00	12.50
Bignonia radicans.....	.60	2.00
Cornus alternifolia.....	.50	1.50
Berida, clean seed (choice of Northern or Southern).....		
.....	.25	.80
Cotoneaster lactea.....	1.30	4.50
Crataegus Arnoldiana, clean seed.....	.85	2.75
carriari, clean seed.....	1.45	5.00
coelestis, clean seed.....	.50	1.50
coelestis, clean seed.....	.50	1.75
cordata, clean seed.....	.75	2.50
Crus-galli, clean seed.....	.90	2.00
malva, clean seed.....	.45	1.25
nitida, clean seed.....	1.00	3.00
Oxyacantha, clean seed.....	.25	.75
punctata, clean seed.....	.45	1.50
Ilex cornuta, clean seed.....	.80	2.50
spaea, clean seed.....	.60	2.00
Juniperus virginiana, clean seed, choice of Eastern or Western.....	.70	2.50
Malus baccata, red fruit.....	.75	2.50
yellow fruit.....	.75	2.50
mandshurica.....	.75	2.50
theliera.....	.75	2.50
Prunus maritima, Cape Cod.....	.30	1.00
Quercus, hand-selected acorns of prime quality, stored at proper temperature.		
coelestis, true Northern only, 10 lbs.....	\$2.00	
Phellim, 10 lbs.....	\$2.50	
rubra, 10 lbs., \$2.00; 100 lbs., \$15.00.....		
rubra ambigua (boraxalis) 10 lbs., \$2.00; 100 lbs., \$15.00.....		
Rhododendron, we have a complete assortment of high-quality seed, all tested by us. See our catalogue for these.		
Rosa blanda, clean seed.....	1.35	5.00
lucida, clean seed.....	1.35	5.00
humilis, clean seed.....	1.35	5.00
Syringa Henryi, clean seed.....	2.00	6.00
josikma, clean seed.....	2.00	6.00
Thuja occidentalis.....	.95	3.00

F. W. SCHUMACHER, Horticulturist
Jamaica Plain, Boston, Mass.

EVERGREENS

New price list Lining-out Evergreens just off press. Write for your copy today.

Let us quote you on Shade Trees, Flowering Shrubs, Fruit Trees, Hardy Phlox and Specimen Evergreens.

SHERMAN NURSERY COMPANY

Charles City, Iowa.

COLORADO BLUE SPRUCE

2-year seedlings

	Per 100	Per 1000
(2-0) 0 to 2 ins.....	\$1.50	\$7.00
(2-0) 2 to 4 ins.....	2.00	9.00

F.o.b. Fennville

Seedlings grown from seeds from cones hand picked from blue trees in Colorado.

Michigan-grown seedlings.

WALTER A. STUDLEY, NURSERY

Dept. AN Fennville, Mich.

JUNIPERS

Grafted on Juniperus virginiana understocks, available for spring delivery. These plants are grown in pots 2 1/2 x 2 1/2.

	100	1000
virginiana glauca	\$20.00	\$180.00
Canertii	20.00	180.00
Burkii	20.00	180.00
Kotschyana	20.00	180.00
Kosteri	20.00	180.00
Schottii	20.00	180.00
pyramidaliformis	20.00	180.00
cylindrica	20.00	180.00
Meyeri	20.00	180.00
Smithii	20.00	180.00
Sabina	20.00	180.00
Von Ehren	20.00	180.00
Pfitzeriana	20.00	180.00

These prices are F.O.B. Louisville, Ky. Boxing extra at cost.

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EVERGREENS

For Seventy-six Years Growers of Quality Evergreens Lining-out Stock a Specialty

Write for Trade List

EVERGREEN NURSERY CO.
Established 1864 : STURGEON BAY, WIS.

JUNIPERUS PFTIZERIANA

Per 1000

Cold frame cuttings, 5 to 6 ins. ... \$35.00
Once transplanted, 10 to 14 ins. ... 65.00
If interested please write for free samples.

A. PASTOR WHOLESALE NURSERY
4013 Lennox Blvd. Inglewood, Calif.

LINING-OUT STOCK

Evergreens, Shrubs, Trees, Vines

Write for list

HILLTOP NURSERIES
CASTOWN - OHIO

WHOLESALE GROWERS

Specializing in
EVERGREEN SEEDLINGS
TRANSPLANTS AND APPLE TREES
Write for price list.
Send us your trade list.

MATHEWS EGGERT NURSERY
North Muskegon, Mich.

organization. New members were obtained and the meeting was successful from that standpoint.

Prof. A. G. Smith had an interesting set of colored slides, some of which were made possible by a donation of \$50 by the Virginia association for the purchase of these slides. Most of these were taken to show interesting landscape views, as well as individual shrubs and trees which were of value from the standpoint of nurserymen because of some particular feature.

Modern Trends.

S. H. Thrasher, of the Greenbrier Farms, Inc., Norfolk, gave a valuable talk on "Modern Trends in the Sale of Nursery Stock," as he saw it as a result of rather extensive contacts in many states east of the Mississippi river. It seemed to be Mr. Thrasher's reaction that there was a strong trend toward more varieties and toward an interest in large shade trees, that nursery stock was being used more extensively and that more people were becoming interested in it, and the future to him looked bright for that reason. It was his observation also that people are becoming better informed and are demanding quality in stock. In the south, the trend seems to be in the direction of broad-leaved evergreens. In the far south, particularly in Florida, while interest continues to hinge around such staple plantings as bougainvillea and palms, a larger variety of nursery stock is being planted, including such shrubs as azaleas, rhododendrons and even hemlocks.

The final discussion was led by Prof. A. G. Smith, who attended the florists' meeting at Columbus, O. Mr. Smith visited a number of greenhouses in the state and was impressed by those greenhouses which were kept in shape and thoroughly in order in every respect, including the space under the benches. He mentioned that some florists were showing more or less interest in gravel culture and, in a few cases, were growing plants in a rather large way with profit by this means.

Those present went on record as favoring the continuance of the Japanese beetle quarantine.

Other papers scheduled for the program were not given because of the absence of the speakers.

TAXUS CUSPIDATA

Spreading Yew

Improved dark green strain. Best for sun or shade, foundation plantings and hedges.

2 to 8 feet

Send for special list.

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Cincinnati, Ohio

EVERGREENS

Complete assortment of the best varieties of B. & B. Evergreens.

Write for price list.

HOLTON & HUNKEL CO.

P. O. Box 1747 Milwaukee, Wis.

Nursery at Brown Deer, Wis.

Juniperus Chinensis

Pfitzeriana

Lining-out stock

3-yr., once transplanted and staked

	Per 100	Per 1000
5 to 8 ins.	\$10.00	\$ 85.00
9 to 12 ins.	16.00	145.00

Grown right, handled right and packed right. Cash or satisfactory reference.

AUGUSTINE NURSERIES

A. M. Augustine, Prop.
Normal, Ill.

LINING-OUT EVERGREENS

ILEX OPACA, American Holly	Per 1000
2 to 6 ins., S.	\$18.00
6 to 9 ins., S.	25.00
Juniperus Virginiana, Red Cedar	
4 to 6 ins., 1-yr. Tr.	25.00
6 to 9 ins., 1-yr. Tr.	35.00
TSUGA CANADENSIS, Hemlock	
4 to 6 ins., S.	25.00
6 to 9 ins., S.	35.00

TERMS: 50% cash with order, balance July 1 if you will furnish us one trade reference.

We guarantee satisfaction or your money back.

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EVERGREENS

Lining-out and Specimens

Fruits and Shrubs

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Daytons Bluff Sta. St. Paul, Minn.

LINING-OUT STOCK

B & B EVERGREENS

Write for our complete catalogue

T. G. OWEN & SON, INC.
South's Largest Florists and Nurserymen
Columbus, Miss.

Western Meetings

UTAH ANNUAL MEETING.

The annual meeting of the Utah Association of Nurserymen was held January 20 at the Newhouse hotel, Salt Lake City.

The following officers were unanimously reelected: President, J. J. Porter, Porter-Walton Co., Salt Lake City; vice-president, J. L. Moore, Moore's Nurseries, Ogden; secretary and treasurer, R. O. Kirkland, R. O. Kirkland Nursery, Bountiful. The following two members were elected to the executive committee for 3-year terms: Joseph A. Smith, Edgewood Hall Nurseries, Providence; Farres L. Smith, F. L. Smith Nurseries, Murray.

Reports were given by the officers and committee chairmen on the work accomplished during the past year. There were general discussions regarding incompetent landscaping and use of plant material, and the standardization of plant names.

Paul M. Dunn, of the Utah state agricultural college, Logan, who is in charge of the federal and state nursery at that place, which distributes trees for farm and wood-lot purposes under the Clarke-McNary law to farmers of this state, spoke of the difficulty encountered in checking over orders for trees and admitted that there were many abuses of the act and that many of the college-grown trees were going to those not entitled to receive them. He also mentioned that there were no teeth in the law to punish violators. He asked the assembled nurserymen to report all cases of violations to him, giving full particulars in each case, and promised to follow up all those reported. He explained that the college nursery has no intention of competing with the nurserymen, and he urged both to work together harmoniously.

Dr. A. L. Stark, extension horticulturist of the Utah state agricultural college, spoke on the use of unsuitable plants for this section and urged that the nurserymen be more careful in this regard. He advised that the public be instructed in the proper location for the planting of difficult plants. He also mentioned that more care could be taken by the nurserymen to eliminate the misnaming of varieties.

Prof. Lavall S. Morris, landscape architect of the Utah state agricultural

college, advocated the use of more native stock in plantings, saying that the college was recommending this type of material to homeowners, which would tend to create a better demand for this class of stock in the future. Because of the large use of this material for highway planting, he urged nurserymen to be prepared to meet the demand for native plants. He promised to send a list of plants to the nurserymen, so as to receive their comments on the same, in order that a complete list of plant material for the state can be compiled. Mr. Morris urged that there be a better understanding between nurserymen and landscape architects in order that neither should transgress upon the field served by the other.

R. O. Kirkland, Sec'y.

NEBRASKANS BRAVE COLD.

Nebraska nurserymen proved their hardiness recently when some thirty of them braved 20 below zero weather to attend the annual meeting and short course, at Lincoln, January 18 and 19. Most of the sessions were held at the University of Nebraska college of agriculture building. The usual evening banquet was held at the Hotel Capital. The Plumfield Nurseries,

Fremont, carried off high attendance honors with five present from the organization.

President Ralph Wier called the meeting to order, with Harvey Williams acting as secretary in the absence of Ernest Herminghaus.

Lloyd Moffett invited the association to Fremont for the 1940 fall field day. The invitation was unanimously accepted, and the date for the meeting left to the Plumfield Nurseries.

Election.

The following officers were unanimously elected: President, Charles Andrews, Arlington; vice-president, C. R. Speidell, Lincoln; secretary-treasurer, Harvey Williams, Lincoln.

The nurserymen's school, arranged by Corney Speidell and his committee, was a huge success, and a day and one-half was spent in carrying out the program. Prof. E. H. Hoppert was master of ceremonies and was ably

PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th Avenue

PORTLAND

OREGON

To the Trade only

A GENERAL LINE OF NURSERY STOCK

including the following:

FRUIT TREES
ESPALIER FRUIT TREES
FRUIT TREE SEEDLINGS
NUT TREES
SMALL FRUITS
SHADE and FLOWERING TREES
DECIDUOUS SHRUBS
CONIFERS and BROADLEAF
EVERGREENS
VINES and CLIMBERS
PORTLAND-GROWN ROSES
BULBS and HARDY PERENNIALS

Also a complete line of NURSERY
SUPPLIES

We would call your attention especially to our HEAVY GRADE
2-YEAR FRUIT TREES for retail
sales yard purposes. They are an
excellent value.

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Quality Guaranteed

PACIFIC COAST NURSERY

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We can furnish any variety of Fruit Tree seedlings in all grades, Chinese Elm seedlings and transplanted Elms, Cut-Leaf and White Birch trees, Norway Maple whips and Italian Prunes. We can benefit you with quality stock as well as prices. Samples upon request.

Field-Grown
Rosebushes
HOWARD ROSE CO.
Hemet, California



CHINESE ELMS

Ulmus Parvifolia (Lacebark Elm) and Ulmus Pumila (Siberian Elm) seeds, seedlings and transplants. Ask for terms and special prices.

Home Nursery Co., Richland, Wash.



Mugho Pine, finest dwarf, compact, high mountain strain, very uniform grade and fine root system, 2 to 4 ins., \$38.00 per 1000, packed and delivered in first-class condition anywhere without added cost. \$30.00 per 1000 in 10,000 lots. Hundreds of other varieties of evergreens.

Write for Wholesale Trade List.

SHERWOOD NURSERY CO.

EVERGREENS 1-1 Propagators & Growers
141 S. E. 65th Avenue PORTLAND, ORE.

FRUIT and SHADE TREE SEEDLINGS

Oregon and Washington Grown
Apple, Pear, Mahaleb, Mazzard,
Myrobalan

Quince (rooted cuttings)

Chinese Elm Seedlings

Complete Line General Nursery
Stock.

Chinese Elm, Transplanted Specimens.

Norway Maple, Lining-out Whips.

Send list of your wants for prices.

New catalogue now ready.

Combination carloads to eastern dis-
tributing points.

MILTON NURSERY CO.

A. Miller & Sons, Inc.
Since 1878
Milton, Oregon

EVERGREEN SHRUBS

Arbor-vitae

Chamaecyparis

Juniper

Spruce: Koster and Colorado Blue

Mugho Pine

Yews, etc., etc.

ROSES

**MOUNTAIN VIEW
FLORAL NURSERIES**

Troutdale, Oregon

Leading Growers since 1900

	Per 1000
Boysenberry Tips, (strong).....	\$25.00
Youngberry Tips, (strong).....	25.00
Cuthbert Suckers, (strong).....	15.00
Newburgh Suckers, (strong).....	22.50
Taylor Suckers, (strong).....	22.50

DENISON & BLAIR

Troutdale, Oregon

1-YR. CHINESE ELM SEEDLINGS

Hardy, North China strain.

18 to 24 ins., 2 to 3 ft., 3 to 4 ft., 4 to 5 ft.

Now booking orders for above strain of

CHINESE ELM SEED

WASHINGTON NURSERIES

Toppenish, Wash.

assisted by many others at the college. It was the expressed desire to hold a similar school next year.

The evening banquet was attended by about thirty-five nurserymen and guests. Charles Andrews presided. The feature attraction of the evening was an illustrated lecture by Prof. L. R. Quinlan, of the landscape department of Kansas State College, Manhattan. The formality of the evening banquet was disrupted by the failure of invited guest speakers to attend because of bitterly cold weather. The result was that some of the extemporaneous speaking took the form of storytelling, with Lloyd Moffett winning hands down.

The Nebraska A. A. N. chapter took the opportunity to hold the annual meeting, and the following were elected: President, Guy Brown, Geneva; vice-president, O. L. ("Doc") Erickson, Kearney; secretary-treasurer, Harvey Williams, Lincoln; delegate, Vernon Marshall, Arlington; alternate, H. W. Stuhr, Lincoln. Harvey Williams, Sec'y.

OREGON MEETING.

The midwinter meeting of the Oregon Association of Nurserymen was held at the Heathman hotel, Portland, January 24. In spite of the severe weather, there were more than 100 persons in attendance. It was said to be the best attended midwinter meeting in years.

There were optimistic reports of business prospects. Representatives from the Oregon state department of agriculture and the Oregon State College talked on quarantines and experiments.

A resolution asking the federal government to continue its Japanese beetle quarantine was adopted, also a resolution asking the state to separate bids on landscaping and nursery work from bids on general construction.

THE firm of Moulder Bros. has been granted a permit to conduct a nursery business at 236 Irving, Glendale, Cal.

ENTERING the retail florists' field, D. W. Warren & Sons, landscape gardeners and nurserymen, Brookline, Mass., recently opened a shop known as Warren's Flowers of Distinction, at 308 Washington street.

A. MCGILL & SON

FAIRVIEW, OREGON

Wholesale Only

**GOOD WESTERN-GROWN
NURSERY STOCK**

Fruit Tree Seedlings

Flowering Ornamental Trees

Shade Trees

Roses

Grown right and packed right.

Combination carloads to Eastern
distributing points will save you
on freight.

Oregon-Grown

SELECT

NURSERY STOCK

Catalogue on request

DOTY & DOERNER, INC.

Route 6, Box 92

Portland, Oregon

**OREGON'S
BEST SOURCE OF
GOOD ROSES**

is

PETERSON & DERING, INC.

Wholesale Rose Growers

Scappoose, Oregon

Write for List

ROSEBUSHES

200 Varieties

"Hi-Load Grown-They're Hardy" Send for Trade List

PACIFIC NORTHWEST ROSE NURSERY

Box 261 Wholesale Only Gresham, Ore.

ORENCO NURSERY CO.

Orengo, Oregon
WHOLESALE GROWERS

Fruit, Shade, Flowering Ornamental
Trees, Fruit-tree Seedlings, Roses, Etc.
Very complete line of quality stock

Catalogue sent on request.

Kentucky Meeting

*In Spite of Icy Roads and Cold Weather
Attendance at Meeting Is Best to Date*

With an attendance of nearly fifty, the annual meeting of the Kentucky Nurserymen's Association, at the Kentucky hotel, Louisville, January 29, was reported the best to date, despite cold weather and icy roads.

In the place of Mayor Joseph Scholz, the welcome to the city was delivered by his secretary, Mr. Van Arsdale. In a happy vein of personal reminiscences, President Alvin Kidwell introduced Owen G. Wood, Bristol, Va., president of the American Association of Nurserymen, who gave a general survey of the various activities of the national body and paid tribute to the effective work done at the Washington office by the executive secretary, Richard P. White.

Reports of excellent autumn business and a good outlook for spring were given by J. W. Fike, Hopkinsville, Ky.; A. L. Heger, Covington, Ky., and Carl Kern, Cincinnati, O.

Joseph Buenger, Fort Thomas, Ky., told of obtaining better orders for landscaping new homes by not only selling the prospective owner on the idea, but also the building and loan association or other company making the loan, urging on the latter the improved value of the property if repossessed.

Howard Burton, of the Hilltop Nurseries, Casstown, O., called upon as an out-of-state visitor, expressed pleasure on this first trip to a Kentucky meeting.

Secretary Howard G. Tilson called attention to house bill 115 introduced in the state legislature as a cooperative marketing act, but, because of indefinite phraseology, holding a possibility of transfer of the nursery inspection service from the state agricultural experiment station to the office of the commissioner of agriculture. As the consensus was in favor of the present system, Walter W. Hillenmeyer moved the appointment of a legislative committee to act in the matter, with Alvin Kidwell as chairman. Upon the adoption of this motion, he added that the same committee should work toward obtaining the same definition of agricultural labor in the state law as in the federal laws affecting unemployment

compensation and wages and hours. Mr. Kidwell appointed Mr. Hillenmeyer and Carl Ray the other members of the committee.

After luncheon in an adjoining room, the members reassembled to hear John Siebenthaler, Dayton, O., give his interesting comments on unusual trees and shrubs shown on the screen from his colored slides. The native trees he showed invoked instructive discussion.

F. R. Kilner, editor of the American Nurseryman, Chicago, speaking on "Who Runs Our Business?" referred to recent laws concerning wages, hours, labor regulations, pensions, fair prices, etc., as arising from businessmen's negligence in operating their own enterprises in a way to make outside regulation unnecessary. As the nurserymen of the country are essentially individualistic in character and democratic in social opinions, he suggested their giving thought to the ways they could run their own businesses for the better relations with public, employees and competitors. Such a course would upbuild the industry and horticulture in general in this country.

Nick Verburg, Anchorage, Ky.,

gave a detailed description of his trip to Holland last summer to see his 77-year-old father, his mother and brothers, and his comments on the customs and manners there were most interesting.

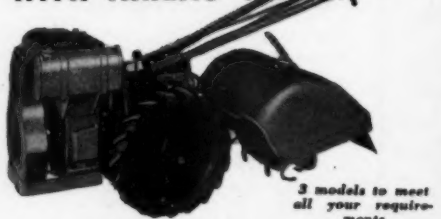
Officers elected were: President, J. W. Fike, Fike Nurseries, Hopkinsville; vice-president, Louis Hillenmeyer, Jr., Hillenmeyer Nurseries, Lexington; secretary, H. G. Tilson, Lexington; treasurer, Nick Verburg, Nick's Nursery, Anchorage. Elected to the executive committee was Carl Ray, Carl Ray Co., St. Matthews. Elected as delegate to the board of governors of the American Association of Nurserymen was Louis Hillenmeyer, whose term expires in 1941.

A banquet was held in the evening. There were no speeches.

AT a recent meeting of the Rotary Club at Dansville, N. Y., Reginald Pribeaux, propagator at the Maloney Bros. Nursery Co., was the speaker.

IN the Dallas Morning News of January 21 a conspicuous advertisement, eleven inches deep on three columns, urged the planting of red-buds to make Dallas beautiful. The advertisement was placed by Sanger Bros., the big department store, as an endorsement of the local garden club movement to make Dallas the red-bud city, reports George F. Verhalen.

MORE PLANTS—MORE PROFIT—LESS COST WITH ARIENS TILLER



3 models to meet
all your require-
ments

For every tillage and cultivation job you'll save hours of labor. In ONE operation you can prepare a completely pulverized level seed bed, thoroughly aerated, with weeds and insect life destroyed—mulching, root pruning, complete cultivation are easy for the Ariens. Renovator attachment for Bermuda grass and rebuilding lawns. Operates easily in small space. Write for details and name of nearest distributor so you can arrange for demonstration.

ARIENS-Tiller



THE AMERICAN TILLAGE COMBINE
ARIENS CO., Box 710,



Brillion, Wisconsin

We specialize in
APPLE AND PEACH TREES
Strawberry, Asparagus, Raspberry and
Blackberry plants.
Grapevines, 1 and 2-year.

OUR MANY YEARS' PRODUCTION
EXPERIENCE COMBINED WITH OUR
FAVORABLE LOCATION ENABLES
US TO OFFER STOCK THAT MUST
PLEASE AT PRICES YOU WILL AP-
PRECIATE.

Submit your definite
list for quotations.

BOUNTIFUL RIDGE NURSERIES
Princess Anne, Md.

RASPBERRIES

Latham — Chief
Newburgh — Taylor
Indian Summer Everbearing

RED LAKE CURRANT
MACDONALD RHUBARB
MANCHURIAN CRAB Under-
Stocks

ANDREWS NURSERY
Faribault, Minn.

*If it's new for
the Northwest, we have it!*

In quantity, we grow:

New Red Lake Currant
McDonald and Ruby Rhubarb
Cornus Elegantissima
Cotoneaster Acutifolia
Physocarpus Monogynus
Minnesota Fruit Breeding
Farm originations

SUMMIT NURSERIES
Stillwater, Minnesota

Wholesale Growers of

Grapevines, Currants, Gooseberries,
Blackberries and Raspberries
Let us quote on your requirements

FOSTER NURSERY COMPANY, INC.
69 Orchard St. Fredonia, N. Y.

GRAPE VINES, CURRANTS, GOOSE-
BERRIES and BERRY PLANTS.
Growing for the wholesale trade since
1890. The quality of our plants will
please your most critical customers. Get
our attractive quotations before placing
your order.

THE F. E. SCHIFFERLI & SON NURSERIES
Fredonia, N. Y.

SMALL FRUIT PLANTS

Evergreens—Shrubs
Lining-out Stock
Send for Complete Trade List

SCARFF'S NURSERIES
New Carlisle, O.

APPLES, 2-YR.
McIntosh, Cortland, R. I. Greening,
Bartlett Pear. Orange Quince.

Write for list.

Prices right for top quality stock.
J. GERAGHTY NURSERY, Geneva, N. Y.

ARKANSAS MEETING.

At the annual meeting of the
Arkansas State Nurserymen's Associ-
ation, at Rogers, January 11, the
following officers were elected for
1940: President, L. H. Harwell, Har-
well Nursery, Van Buren; vice-
president, Sherman Clinger, Clinger's
Ozark Nursery, Rogers; secretary-
treasurer, G. C. Watkins, Hardy
Plant Nursery, Siloam Springs; plant
board member, Carl Tromble, Trom-
ble's Nursery, Rogers; additional
directors, L. W. Murray, Garfield;
T. L. Jacobs, Rogers; M. G. Lewis,
Farmington, and Ralph Shreve, Farm-
ington.

Because less than twenty persons
attended from the 125 licensed nurs-
eries in the state, to which notices of
the meeting were sent, the secretary
was instructed to send a report to
those not present, urging their sup-
port. When the association was
formed, the membership fee was fixed
at \$2.50 per year, later being reduced
to 50 cents in the hope of inducing
more nurserymen to join. The reac-
tion to this reduction was unfavor-
able, and at the recent meeting the fee
was raised to \$1.

Inasmuch as the secretary was in-
structed to undertake a program, in
coöperation with the A. A. N. and
with nurserymen's associations in ad-
joining states, looking toward the
breaking down of state-line trade bar-
riers, and as other constructive work
seems desirable in the state, additional
funds are needed to carry on.

FLORIDA FIRM'S CHANGES.

The Royal Palm Nurseries, Oneca,
Fla., have opened an agency in
Sarasota for local orders. M. S. Cox
is again with the firm, assisting E. L.
Helm in the sales and landscape de-
partment.

The Royal Palm Nurseries were
founded in 1883 by two brothers,
Pliny W. and Egbert N. Reasoner, and
developed into a successful business
with a world-wide reputation. After
the death of Pliny Reasoner, the com-
pany was continued by the brother,
and after his death, by his heirs, until
June, 1938. At that time Kimball
C. Atwood, who had been interested
in the nursery for some time, and
Carroll Dunham III became owners
of the business, which was managed
by John Blaser until June, 1939, when
Lionel E. Drew became resident man-
ager.

CARLOAD LOTS

ELM, American, Moline and Vase,
up to 4 ins. All transplants.

MAPLE, Norway, up to 3½ ins.
Transplants, extra select, spaced
7x7 ft.

POPLAR, Lombardy, up to 2 ins.

WILLOWS, Thurlow, up to 3 ins.

BARBERRY, Thunbergii, up to 2 to
3 ft.

SPIRÆA, Vanhouttei, up to 5 to 6 ft.

APPLE, 2-year.

CHERRY, 1-year.

PEACH.

All of above items can be supplied
in carload lots.

Send for list on many other items.

C. M. HOBBS & SONS, INC.
Bridgeport, Indiana

Largest Nursery in Indiana. Est. 1875

Apple and Peach Trees In Carload Lots

A long variety list to select from.
We also can offer other Fruit Trees
in carload lots, as well as Tennessee
Natural Peach Seeds.

If you are interested in either Fruit
Trees or Peach Seeds, send us your
want lists and we will quote attractive
prices.

SOUTHERN NURSERY CO.
Winchester, Tenn.

Wholesale Growers FINE STRAWBERRY AND PHLOX PLANTS

General line of each

Machine dug, large, dirt-free plants.
Gem, Wayzata, and the new Bristol
Everbearing, Fremier, Dorsett, Cutskill,
all green Blakemore, etc.

Write for our wholesale price list and
packing out service.

Judson Wholesale Nurseries
Bristol, Ind.

PEACH PITS

Our Pits Compare Favorably
With the Best

HOGANSVILLE NURSERIES
HOGANSVILLE, GEORGIA

We offer general line of FRUIT TREES

Heavy on Apple and Peach. Can furnish
by carload. Send us your want list.
Write for prices.

COMMERCIAL NURSERY CO.
Decherd, Tenn.

GRAPE CUTTINGS

Caco, Beta, Portland,
Green Mountain, Champagne,
Fredonia

C. D. WRIGHT Hamburg, Iowa

North Carolina Course

State College Provides Two-day Program at Raleigh on Nursery and Landscape Problems

January 11 and 12, a two-day short course was held for the nurserymen of the state at North Carolina State College, Raleigh. Approximately forty-five were present to hear the lectures on a variety of subjects. Prof. M. E. Gardner and Prof. G. O. Randall were responsible for arranging and conducting the course.

After the address of welcome by Dean J. W. Harrelson, Prof. J. P. Pillsbury delivered the first of two lectures on "Some Principles of Landscape Planting," in which he emphasized the five fundamental principles of order—simplicity, scale, balance, sequence and focalization. The application of these principles to good planting design was illustrated with lantern slides. Illustrations of violations of these principles were also shown.

Dr. Clyde F. Smith gave a series of two lectures on "Insects Attacking Nursery Plants and Their Control." Emphasis was placed on the importance of an understanding of the feeding habits of insects and on the most effective control measures based on such knowledge. Some of the most important insects attacking nursery plants were discussed, and methods of control recommended.

The first lecture on insects was followed by one of a series of two lectures by Dr. R. F. Poole on "Diseases

Attacking Nursery Plants and Their Control." Dr. Poole discussed the different leaf-spot diseases and those characterized by blighting of the leaves and stems of the plant. Consideration was given to the common malnutrition troubles and emphasis placed on the fact that plants making vigorous growth show greatest resistance to disease. Different fungicides and sanitary measures of disease control were also discussed.

The subject, "Peach Stocks, Especially Shalil, and Propagation of Them," was discussed by Prof. C. F. Williams, who pointed out that susceptibility of peach root stock to nematode infestation is a serious problem to the peach industry, especially in the southeastern states, and that there are only a limited number of satisfactory resistant stocks available. One of the best, he states, is the Shalil peach, from India, but under most conditions it is unproductive and the supply of pits for rootstocks is still limited. For this reason and because of the possible reduction of resistance of open pollinated seedlings, investigations of the rooting of Shalil stem cuttings were started at North Carolina State College. The interesting results obtained from the use of growth-promoting substances in these investigations were cited and discussed.

One of the high lights of the program for the second day was the address by Owen G. Wood, president of the American Association of Nurserymen. Mr. Wood discussed recent wages and hours and social security legislation as it affects the nurseryman.

After the second of two lectures by Professor Pillsbury on landscape planting, John H. Harris, extension landscape architect at North Carolina State College, spoke on "Landscape Planning and Construction." He emphasized that planning the home grounds means the utilization to its best purpose of available space, keeping in mind the beauty and natural possibilities present. He also pointed out that simplicity, unity and harmony should exist between the different areas and structures, as well as toward the surrounding environment, and that utility and beauty should go hand in hand in all construction work to provide a pleasing and convenient arrangement.

"Soil Fertility and Fertilizers—Principles That May Be Applied to Nursery Plant Culture" was ably discussed by Dr. Emerson R. Collins. He stated that fertilizers may be considered in three main groups, low analyses, medium analyses and premium grades, the first group comprising those with less than sixteen units of nitrogen, phosphoric acid and potash. The medium-analysis fertilizers were recommended as those which can be delivered to the consumer with the minimum cost per unit of nitrogen, phosphoric acid and potash. He stated

Don't Wait Longer. Get Your Supply Now!

Vitamin B₁ ROOT TONIC GROWTH STIMULANT

SCIENTIFIC DISCOVERY: Vitamin B₁ is essential to root growth, say eminent scientists. Experimenters and users have reported amazing results. Read the sensational new article in February *Better Homes & Gardens* magazine, page 15. Also see *Florists' Review* for December 28.

Don't wait another day. You'll need B₁ for your own use, and also to sell to gardeners in your community. Take advantage of my new low

prices. I offer you the country's only COMPLETE Vitamin B₁ service—bulk or resale units; crystals or tablets; all sizes.

RESALE

Sell B₁ with every plant and shrub—for extra volume, extra profit. My colorful units are fast sellers. When you send trial gram order, ask for resale deal on which you make 100% profit.

One Gram — Only \$5.25

500 milligrams (trial size)—\$2.75
3 grams—\$15.00

FREE instructions for use included

Send check for trial gram TODAY

JEAN MACLEAN

Nursery Dept., 900—18th St.
Des Moines, Iowa

Healthier Plants Bigger Flowers
Revitalized Roots New Growing Energy
No Root Shock in Transplanting
Root Rot Prevented Cuttings Stimulated

NOW also in handy tablets

—the ONLY sensible and ideal form of Vitamin B₁ for the layman and the user of small quantities—and an unbeatable sales proposition. No measuring. No drops to count! No stock solutions. Just drop tablet in water—use immediately! No waste. No loss of strength (B-1 in liquid solution isn't stable—tablets keep indefinitely).

Plant Magic B₁ tablets come in 3 sizes: \$1.00, 75c and 50c—each with FREE instruction sheets.

SPECIAL INTRODUCTORY OFFER: 3 dozen 25-tablet bottles, ONLY \$9.50. Retail value, \$18. Big sample bottle 100 tablets, \$1.00.



Boyd

McMinnville
Tenn.

NURSERY COMPANY

General line of Hardy Shrubs and Forest and Shade Tree Seedlings, specializing in lining-out stock.

Amor River North Privet
Red Bark Dogwood Witch Hazel
Cercis Canadensis, Redbud
Cornus Florida, White Dogwood
Black Walnut and Sweet Gum

Write for our wholesale price list.

SPRING CLEAN-UP SALE

CHERRY	Each
100 May Duke, 2 to 3 ft.	10c
100 May Duke, 3 to 4 ft.	12c
100 May Duke, 4 to 5 ft.	16c
300 Early Richmond, 18 to 24 ins.	8c
500 Early Richmond, 2 to 3 ft.	10c
400 Early Richmond, 3 to 4 ft.	12c
200 Montmorency, 18 to 24 ins.	8c
200 Montmorency, 2 to 3 ft.	10c
300 Montmorency, 3 to 4 ft.	12c
50 Black Cat, 2 to 3 ft.	10c
100 Black Cat, 3 to 4 ft.	12c
50 Black Cat, 4 to 5 ft.	16c
APPLE SCIONS, grafts, 24 ins. long and up, \$2.50 per 1000. F.o.b. Cullman, Alabama.	

EMPIRE NURSERY & ORCHARD

"South's Foremost Nursery"
Baileton, Ala.

Write us for Special Wholesale Price List of Lining-out Stock, Seedlings

200,000 Green Ash, 12 to 48 ins.; Hackberry, 18 to 36 ins.; Tulip Poplar transplants, 3 to 6 ft.; Redbud, Black Cherry seedlings, American Beech, Sugar Maple, Hall's Honey-suckle liners, 20,000 twice transplanted Hemlock Pine, 6 to 24 ins. Wish to sell Hemlock as a whole as they stand in nursery rows. A bargain for someone. Write or come see us.

TARTON NURSERIES, Morton Bros.
Route 7 McMinnville, Tenn.

A SPECIAL OFFERING

Rose Anasazi (Moss Locust or Pink Sweet Pea Tree), grafted standards, 3 to 4 ft., 60c; 4 to 5 ft., 70c; 5 to 6 ft., 85c.
Laurum (Golden Chain or Golden Wisteria Tree), 2 to 3 ft., 50c; 3 to 4 ft., 75c.
Porcelain Ampelopsis, a rapid climber, producing clusters of beautiful turquoise-blue, pink, green and cream-colored berries, 2-year, 25c.
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North Dakota and Montana Seeds

JUNIPERUS SCOPULORUM

Shepherdia argentea, Viburnum Lentago, Fraxinus lanceolata and other seeds. Native plants.

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Medora, N. D.

NORTHERN MINNESOTA TREE SEEDS

including
Pinus Banksiana, Jack Pine
Pinus Strobus, White Pine
Pinus Resinosa, Red Pine
Pinus Canadensis, White Spruce
Write for prices.

Bear Creek Evergreen Nursery
Sherrin, Minnesota

STOCK WANTED

Seedlings and Small Transplants
Yews
Hemlock
Scotch Pine
American Red Pine
Colorado Blue Spruce
State age, size and quantity price.

MUSSEN FORESTS, INC.
Indiana, Pa.

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THE AMERICAN NURSERYMAN
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that premium grades, containing a larger proportion of organic nitrogen, supplemented by some of the secondary elements, are used largely on the higher-priced cash crops such as nursery stock. A list was given of the materials commonly used for manufacturing fertilizers to show the wide variety of combinations possible in formulating a fertilizer. Dr. Collins also discussed these materials from the standpoint of acidic and basic properties and where each of these materials can be used to best advantage. In addition, general recommendations were made for selecting a fertilizer for average conditions.

The last lecture was given by Prof. J. G. Weaver, who discussed "New Findings in Propagation of Ornamentals from Cuttings." Mr. Weaver devoted most of his discussion to the growth-promoting substances such as indolebutyric acid, indoleacetic acid, naphthaleneacetic acid, naphthylacetamide and potassium naphthaleneacetate, and the results obtained at North Carolina State College with some of these substances in rooting cuttings of certain ornamentals. The data presented were interesting and of a great deal of practical value to the commercial nurseryman.

Glenn O. Randall.

NEW PLANT PATENTS.

The following plant patents were issued in January.

No. 353. Rose. Ivar Ringdahl, Rome, N. Y. A new and distinct variety of hybrid tea rose plant, characterized particularly by its dark foliage with unusually long terminal leaflets; its strong and vigorous growth; its long, strong stems and peduncles; its long, slender bud, and its large flowers with decided tea fragrance and petals of large size, heavy substance and distinctive variegated color composed of shades from apricot-orange to Eugenia red overlaid upon light cadmium.

No. 354. Rose. Harold F. Yoder, Barberton, O., assignor to Yoder Bros., Barberton, O. A new and distinct variety of hybrid tea rose, characterized particularly by its exceedingly long slender bud; its pleasing fragrance combining the odors of cinnamon and tea; its strong bush growth, and its 2-toned blooms combining tones from light coral-red to Eugenia red with tones from ochraceous buff to ochraceous salmon.

No. 355. Geranium. Charles A. Brown II, Hinsdale, Ill., assignor to Hinsdale Cemetery Co., Hinsdale, Ill. A new and distinct variety of geranium characterized by a flower having irregularly or unequally crenate petals.

THE Cecil Nursery, operated by S. T. Tomczak, Cecil, O., was destroyed by fire recently. Mr. Tomczak is now at Paulding, O.



Have you received Dreer's New Wholesale Catalogue for 1940? If not write for your free copy today. You will find it helpful throughout the year.

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Philadelphia, Pa.

Special Rooted Cutting Offer of Hardy Garden CHRYSANTHEMUMS

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New Hybrid Koreans

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Hybrid LILACS

(on their own roots)
for l. o. Also other l. o. items.
Ask for list.

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QUALITY PERENNIAL PLANTS

Specialties
Gypsophila Bristol Fairy and Dicentra Spectabilis.

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Osage, Iowa

Originators of patented SEMI-POT-TED PLANT AND BULB PACKAGE for over-counter trade. Has WATER-ING TUBE and other unique features.

OBITUARY.

Harry B. Cultra.

Harry B. Cultra died January 15 at his home, at Onarga, Ill., where he had lived since his retirement in 1926, when he sold his interest in the Onarga Nursery Co. to his brother, Arthur J. Cultra.

Harry B. Cultra was born at Onarga, November 11, 1876. He served in the Spanish-American war with the First Illinois Cavalry. At its end he became associated with his father in the nursery business which the latter had established in 1865. The two sons continued the business in partnership after the death of their father in 1912, until ill health induced the sale of his interests by Harry B. Cultra in 1926. He was regarded as one of the most able and efficient propagators and growers of nursery stock in the country, and he made that end of the business his particular interest. He was the inventor of several machines useful in nursery operations.

June 24, 1908, Mr. Cultra married, and he is survived by his widow, a son, Stuart, and a granddaughter, besides three brothers and four sisters.

Ashbel M. Leonard.

Ashbel M. Leonard, retired nurseryman of Piqua, O., died January 22 at the Piqua Memorial hospital at the age of 86. The breaking of his right hip four days before hastened his death.

Founder of Leonard's Nurseries and the noted horticultural tool firm of A. M. Leonard & Son, he devoted most of his time to landscape plantings and was so successful that thirty years ago most of the better homes at Piqua, a manufacturing city of about 15,000, had foundation plantings. He was one of the first nurserymen to help build up the Troy nursery district. Cornelius Grootendorst, Boskoop, Holland, made shipments of ornamentals to Mr. Leonard to be tested, and each spring when Mr. Grootendorst made his annual visit to Piqua, the two men critically checked these plants.

Mr. Leonard was active in the Miami Horticultural Society and in many business enterprises. He was an employee of the Pennsylvania railroad for forty-five years and a director and president of the Third Savings & Loan Co., Piqua, for forty-nine years.

Four sons and one daughter sur-

vive, his wife having preceded him in death by five years. Two sons, Parker W. and Waldo Leonard, operate the nurseries at Piqua; another, John W. Leonard, owns the tool firm of A. M. Leonard & Son, Piqua; the fourth, Stanley W. Leonard, conducts a landscape contracting business at Pittsburgh, Pa., under the name of Leonard & Leonard.

Alexander MacLellan.

Alexander MacLellan, resident of Newport, R. I., for nearly sixty years, died December 31 after a long illness. Born at Lanarkshire, Scotland, eighty-three years ago, he came to this country in 1882. He was employed as gardener on large estates at Newport for thirty years. In 1913 he purchased a tract of land at Middletown and established a nursery, which he conducted until ill health forced his retirement two years ago. Surviving are two daughters and a son.

Mrs. Peter Weller.

After an illness of nine months, Mrs. Peter Weller, wife of the general manager of the Weller Nurseries Co., Holland, Mich., died January 24.

Mrs. Weller was born forty-six years ago at Hazerswoude, about four miles from Boskoop, The Netherlands, where Mr. Weller was born. In 1916 they were married at Boskoop and the next day embarked for America. They settled at Holland, Mich., and to-

gether founded what is today the Weller Nurseries Co. A few years later the parents and brothers of Mr. Weller and one sister of Mrs. Weller came to this country to join the firm. They have all made their permanent home at Holland, Mich.

Survivors are her husband and four sons, John and Anthony, both attending the University of Michigan, and Peter, Jr., and Hubert Paul, at home; two sisters, Mrs. Henry Weller, Holland, Mich., and another in The Netherlands; both parents, who live in The Netherlands and hope to celebrate their fiftieth wedding anniversary next June, and three brothers, also in The Netherlands.

Junius Jackson.

Junius Jackson, retired nurseryman, Winder, Ga., died December 13 at the age of 76. At one time a city councilman, he had lived in Winder for fifty-five years. Last year he and his wife celebrated their golden wedding anniversary. Mrs. Jackson died several months ago. Survivors are a son, three daughters and a sister.

Adrian Van Leenwen.

Adrian Van Leenwen, Worcester, Mass., died December 26 at the age of 72. A student of botany since his youth in his native Holland, Mr. Van Leenwen had had charge of several large estates in New England. In 1912 he went into business for him-

Don't Buy Any Nursery Sprayer Until You Have Tried the PARAGON No. 5 With Money-Back Guarantee



We ship, freight paid, complete for 10 days' trial with money-back guarantee, with 25 ft. high-test spray hose, 10-ft. extension spray pipe and 3 nozzles.

Fill the 50-gallon container with any spray solution, whitewash or water paint. Take it anywhere; the wide convex steel wheel rims can't cut into turf; low suspension of removable container in steel chassis prevents upsetting on hillside. The extraordinary pressure and long high-test spray hose enable you to do a thorough job of spraying or painting with very little effort and without changing location of the Sprayer.

Brass Air Compression chamber is 12 inches high by 4 inches diameter, with cast bronze top and bottom caps. Pump body, plunger and strainer also of brass, designed for lifetime service. Two agitators prevent solution from settling in container or clogging nozzles. Mail coupon for catalogue and 10-day trial offer.

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Name..... County.....

P. O. State.....

self as a landscape architect. Two years ago he retired because of ill health.

RADIO GARDEN CLUB.

Those readers who may wish to follow the talks on the program of the Radio Garden Club, which originates at WOR, Newark, N. J., and is carried by the Mutual broadcasting network to a total of 124 stations in the United States and Canada, on Mondays and Fridays at 11:45 a. m. eastern standard time, may wish to make note of the schedule for the latter part of February and the month of March, as follows:

February 12, "A Stitch in Time," by Howard A. Fagan, president, Federation of Garden Clubs of Bergen County.

February 16, "Pavement Plantings," by Zenon Schreiber, rock garden specialist.

February 19, "An Introduction to Botany: Useful Plants," by Jessie G. Fiske, state seed analyst, New Jersey agricultural experiment station.

February 23, "Oaks for Your Garden," by Ben Blackburn, extension specialist in landscape gardening, New Jersey college of agriculture.

February 26, "Pensive Pruning," by Montague Free.

March 1, "Gardens of the World: Japan," by Mrs. A. S. Moore, Federated Garden Clubs of New York State.

March 4, "Flowers of New Jersey's Pine Barrens," by Mrs. Allan Marquand, horticulturist.

March 8, "Spring in City Gardens," by Caroline Hood, lecturer for Rockefeller Center Gardens.

March 11, "My Garden Shopping List," by Mrs. E. V. Romaine, Federation of Garden Clubs of Bergen County.

March 15, "A Garden of Vistas," by Martha S. Pratt, consulting garden architect.

March 18, "The Garden Brought Up to Date," by Charles Hess, president, New Jersey Association of Nurserymen.

March 22, "Elms for Your Garden," by Ben Blackburn, extension specialist in landscape gardening, New Jersey college of agriculture.

March 25, "Spraying in Time," by Dr. P. P. Pirone, research specialist in diseases of ornamentals, New Jersey agricultural experiment station.

March 29, "Dig and Double Dig!" by Montague Free, horticulturist, Brooklyn Botanic Garden.

CATALOGUES RECEIVED.

Willis Nursery Co., Ottawa, Kan.—Wholesale price list dated January 19, 1940, forty pages and cover, 5 1/2 x 8 1/2 inches, lists full line of ornamental trees, shrubs and perennials and some fruits.

D. & C. Hardy Plant Nursery, Westminster, Md.—Wholesale trade list of perennials and alpine plants, twenty pages and cover, 4x9 inches.

D. Hill Nursery Co., Dundee, Ill.—Catalogue for spring contains descriptions and illustrations of leading items, thirty-two pages and cover, 4x9 inches. January

A COMPANION SALE WITH EVERY NURSERY PLANT

Patents Pending

TRANSPLANTONE

The Vitamin-Hormone Stimulant for Plants

This new market awaits you now. You can sell a package of TRANSPLANTONE to the buyer of every plant, shrub or tree and so increase your profits. Moreover both you and the customer are assured of a better chance that the plant will grow if the roots have been watered with TRANSPLANTONE.

HELPS OVERCOME ADVERSE CONDITIONS

Your soil may be deficient in vitamins. TRANSPLANTONE will offset this deficiency. The hormone content starts new roots much sooner.

TRANSPLANTONE will also save you many dollars when used on plants in your own nursery. It is the long awaited hormone preparation that can be applied safely to rooted plants.

Send for booklet and dealer proposition
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Your risk of loss and replacement can be cut materially with this new product.

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Easily applied with brush or sprayer. One application lasts all winter. Quarts, \$1.00 postpaid; gallons, \$3.00.

Write for detailed literature.

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SOILMASTER PLANT FOOD

Nature's way of feeding plants. Cut down your replacements by using this high-grade humus mixture, which will feed the plant throughout the growing season. Clean, odorless and will not burn. Holds seven times its weight in water. Ideal for lawns, gardens, shrubs and trees. Gives you a three years' growth in two years.

SODUS-ACID HUMUS

The same as Soilmaster except it is sour; used for acid-loving plants, such as blueberries, rhododendrons, evergreens, etc. Write for full information on our money-making proposition to nurserymen. Do not stock a single bag or spend one cent. We furnish the mat for your catalogue and do all the work. Just give us a little space in your catalogue or order blank; then watch your profits climb.

The Soilmaster Company
Berrien Springs, Mich.

TREE SURGERY SUPPLIES

BARTLETT MFG. CO.
3058 E. Grand Blvd.
DETROIT MICH.

price list to the wholesale trade in circular form includes specimen and lining-out evergreens, flowering apples and French hybrid lilacs.

Carl Salbach, Berkeley, Cal.—Wholesale catalogue of dahlias, gladioli and selected seed specialties, thirty-two pages and cover, 8 1/2 x 11 inches.



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For The Finest Nursery Twines

You use twine for so many jobs around the nursery every day—why not have the finest and strongest obtainable? Carpenter has all types for any requirements. Send samples or description for quotation. No obligation to you. Also get the free booklet, "Knots the Sailors Use."

TEXAS CURBS PEDDLER.

By requiring the peddler of nursery stock not only to obtain a dealer's license, but also to register and pay an inspection fee for a heel yard or sales license in each city in which he is to operate, the state of Texas hopes to curb the activities of itinerant sellers of cull or worthless stock.

Through J. M. Del Curto, chief of the division of horticultural quarantines, the Texas commissioner of agriculture recently issued proclamation No. 93, which reads as follows:

The growing importance of the rose industry and the revolutionary methods being employed in the distribution and sale of rosebushes, plants, stock and cuttings, as well as all other nursery stock, necessitate a more comprehensive regulation of such sales for the protection of the industry and the general public, and to assure the vitality of such stock and to more specifically fix the responsibility and facilitate the accomplishment of the purpose of the nursery inspection law.

Now, therefore, I, J. E. McDonald, commissioner of agriculture of the state of Texas, do hereby issue this proclamation of rules and regulations further defining the term "dealer" and "peddler dealer" or "vendor" and designating each and every vendor of such nursery stock, rosebushes, plants, stock and cuttings as a "dealer" and designating each and every vendor's location as a "dealer's location" or "heel yard" and each such location shall subject such stock and premises to inspection by the commissioner or his agent. Official fee for such inspection shall in each case be the usual \$5 fee as required by proclamation No. 91 (revised) of this department. Each vendor exposing for sale or offering for sale such nursery or rose stock shall be required to pay a separate fee and be licensed as a separate "dealer" regardless of ownership or origin of such nursery or rose stock and regardless of time engaged in sales of any specific location.

The term "peddler dealer" shall apply to any vendor of nursery stock or rosebushes, plants, stock or cuttings, who shall sell or offer for sale such stock from a truck or other vehicle and who has not previously secured an order for such stock, previous to time of delivery. Such "peddler" shall first secure a "dealer's" permit designating his permanent location or address and shall file with the department of agriculture a statement of each city or town wherein he expects to operate or "peddle" and shall establish in each such city or town a temporary heel yard so that his stock might, at the option of the commissioner or his agents, be subject to further inspection to ensure the vitality of such nursery or rose stock. A nurseryman who operates trucks for peddling purposes shall be required to register a heel yard or sales location in each city in which he is to operate. Such sales locations or heel yards shall be subject to the same inspection fee provision as stated herein. The fee for inspection of each such "temporary heel yard" or "vendor location" shall be \$3.50 for one variety of stock sold and \$5 where a general line of nursery stock is sold.

Under the penal provisions of chapter 10, revised criminal statutes of Texas 1925, any person who shall violate any

of the regulations of this order shall be deemed guilty of a misdemeanor and upon conviction shall be fined in any sum not to exceed \$100.

SOUTHWESTERN NEWS.

J. Frank Sneed, of the Sneed Nursery Co., Oklahoma City, Okla., returning from the meeting of the executive committee of the A. A. N. at Cleveland, reports that most of the nurserymen to whom he talked are feeling optimistic and are looking forward to a good spring business.

The Winfield Nurseries, Winfield, Kan., were the low bidders on the post office landscape project at Caldwell, Kan.

P. E. Dunn has gone into the nursery business at Merriam, Kan., operating under the name of the Bluejacket Perennial Garden.

Cook Gardens, Ottawa, Kan., were

HELP WANTED

Man with nursery experience willing to start at reasonable salary and advance with established high-class nursery and landscape business. We do not want an expert, but applicant should have some practical knowledge of propagation and be able to meet the public. Character and integrity important. Good permanent connection for the right man. Answer fully. Address No. 150, c/o American Nurseryman, 508 S. Dearborn St., Chicago, Ill.

HELP WANTED

Experienced salesman in soil complete nursery line to florists, nurserymen, seed, department and hardware stores. Old established firm. Full time proposition. Commission. Drawing account to right man. Give full details and experience. Address No. 149, c/o American Nurseryman, 508 S. Dearborn St., Chicago, Ill.

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Osage Orange seed (Maclura), my specialty. Ray Wickliffe, Seneca, Kan.

Peonies: Tree and Herbaceous, best varieties. Oberlin Peony Gardens, Sinking Spring, Pa.

ELECTRIC HOTBED KITS.
Frost thermostats, heating fans.
RANSOM NURSERY, GENEVA, O.

Papershell Pecan Trees, Peaches, Apples, Grapes, Figs, Berries, etc. New crop Pecan nuts. New catalogue free. Bass Pecan Co., Lumberton, Miss.

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State full particulars.
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LIATRIS SCARIOZA ALBA SEEDS.
From a strain that came better than 90 per cent true last year. Tr. Pkt., 50c.
GLADWOOD GDNs., BOX N, COPEMISH, MICH.

CANNA BULBS.
State inspected, certified.
For nurserymen who require something better.
12 leading varieties. Write for prices.
S. L. CALFEE, BRUNSWICK, GA.

NANDINA SEED.
From very fine block.
Postpaid, \$1.50 per lb.; 4 lbs., \$5.00.
MORNINGSIDE NURSERY,
(Hal Kohn) Newberry, S. Car.

SURPLUS NURSERY STOCK.
Amygdalus Persica rubro-plena, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft.
Cercis canadensis, 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.
Cornus stolonifera, 18 to 24 ins., 2 to 3 ft.
Cydonia japonica, cutting-grown, bright red, 12 to 18 ins., 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.
Jasminum nudiflorum, 18 to 24 ins., 2 to 3 ft.
Lonicera fragrantissima, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.
Privet, California, 18 to 24 ins., 2 to 3 ft.
Privet, Amor North, 6 to 12 ins., 12 to 18 ins., 18 to 24 ins.

Many other shrubs not listed.
Write for prices in small or large lots.
TWENTY NURSERY CO., TEXARKANA, TEX.

Table of Contents

Col. Mumm's Solution.....	2
Count Chicago's Trees.....	2
Size Isn't Everything.....	2
Deutzia Lemoinei Boule de Neige.....	2
New England Host to Eastern Region.....	3
—Charles Hess (portrait).....	3
—Eastern Region Meeting.....	4
Joint Convention at Philadelphia.....	5
—New Jersey Meeting.....	6
Missouri Protests Government Nurseries.....	6
New York Verdict.....	6
"Noninfectious Hairy Root" (illus.) By E. A. Siegler.....	7
American Association of Nursery- men.....	8
—A. A. N. Executives Meet.....	8
—Social Security Rules.....	8
—Ohio Chapter Meeting.....	8
Ohio Entertains Central Region.....	9
—Raymond P. Cook (portrait).....	9
—Regional Conference.....	10
An Advertising Man Looks at Us.....	11
By Col. William M. Mumm.....	
Los Angeles Meeting.....	12
Excerpts from a Plantsman's Note- Book.....	13
By C. W. Wood.....	
Jacksonville Club.....	15
Charlie Chestnut.....	16
The Right Approach in Selling.....	
This Business of Ours.....	18
By Ernest Hemming.....	
—Black-stemmed Bamboo.....	18
—Wrapping Tree Trunks.....	18
Quarantine Act.....	19
Beaumont Group Elects.....	19
Coming Events.....	20
—Convention Calendar.....	20
—Cincinnati School.....	20
—Easterners to Meet.....	20
—Wisconsin Program.....	20
—Maryland Short Course.....	20
Indiana Two-day Meeting.....	22
—Homer L. Wiegand (portrait).....	22
Massachusetts Meeting.....	24
—Cornelius P. Van Tol (portrait).....	24
Long Island Meeting.....	25
Virginia Meeting.....	26
Western Meetings.....	28
—Utah Annual Meeting.....	28
—Nebraskans Brave Cold.....	28
—Oregon Meeting.....	29
Kentucky Meeting.....	30
Arkansas Meeting.....	31
Florida Firm's Change.....	31
North Carolina Course.....	32
New Plant Patents.....	33
Obituary.....	34
—Harry B. Cultra.....	34
—Ashbel M. Leonard.....	34
—Alexander MacLellan.....	34
—Mrs. Peter Weller.....	34
—Junius Jackson.....	34
—Adrian Van Leenwen.....	34
Radio Garden Club.....	35
Catalogues Received.....	35
Texas Curbs Peddler.....	36
Southwestern News.....	36
Washington Notes.....	37

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Plats to hold Six No. 12 No. 12 Packages Above
or 12 No. 6 No. 6 Packages Below

The Ideal way to Grow and Retail SMALL PLANTS

Economy Plant Packages are made of wood veneer and come in two sizes—No. 6 and No. 12. The No. 12 size holds twelve plants in spaces 2x2x2½, and the No. 6 holds six plants in spaces 2x2x2½. The over-all size of the No. 12 Economy Plant Package is 12x9x2½. The size of the No. 6 Economy Plant Package is 4½x7x2½.

This is the modern way to retail small plants such as Tomatoes, Petunias, Asters, Marigolds, Zinnias, etc. You save much of the labor attached to potted plants and you have all the advantages, as each plant is in its own individual compartment and its roots are not disturbed in transplanting.

Plats to hold six of the No. 12 Economy Plant Packages or twelve of the No. 6 Economy Plant Packages (see illustration above) all K.D. are 12c each in lots of 50.

No. 12 Economy Plant Packages, per 1000 sets (Will hold 12,000 plants)..... \$25.00

No. 12 Economy Packages in lots of 500 sets 15.00

No. 12 Economy Packages in lots of 100 sets 3.00

No. 6 Economy Plant Packages in lots of 1000 sets (Will hold 6000 plants)..... 17.00

No. 6 Economy Plant Packages in lots of 500 sets (Will hold 3000 plants)..... 10.00

No. 6 Economy Plant Packages in lots of 100 sets (Will hold 600 plants)..... 2.40

Trial offer of 5 Plats, 12 No. 12 Plant Packages, 12 No. 6 Plant Packages—all for \$1.00

Cash. Shipped Express Collect.

All Economy Plant Packages come K.D. and must be assembled with a stapling piler. Plats come K.D. and must be assembled by yourself.

Cash with order unless credit is established.

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GARDEN TRACTOR &
POWER MOWER

Write for facts.
GRAVELY
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Box 517
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The ideal machine for the Commercial Grower...
Goes in narrow rows...
Has ample Power.

Swing
LABEL MARKER

Brings repeat business throughout the garden season.
Packaged in units of six with beautiful illustration and complete description.

Prices: 24 ins., 6 for 55c;
12 units to carton, 18 ins.,
6 for 45c; 12 units to carton.
ORDER A SUPPLY NOW!

LANSING SPECIALTIES MFG. CO.
LANSING, MICHIGAN

successful bidders on a roadside improvement project in Dunklin county, Mo.

The Schell Nurseries, Wichita, Kan., were awarded the contract for the roadside improvement project in Saline county, Kan., the amount being approximately \$6,300.

Reports from Pratt county are that a large acreage of shelterbelt trees has been killed by rabbits, which have eaten the bark while the snow has been deep on the ground. Carl Hawkes, junior forester, is planning drives and other drastic measures to control these hungry bunnies and is also arranging for the planting of thirty miles more of the shelterbelt.

Robert Whiteley, of the Whiteley Landscape Co., Wichita, Kan., was unfortunate in being run into by a drunken driver in December, but fortunate in that he escaped serious injury.

WASHINGTON NOTES.

Frank Bonnell, Bonnell Nurseries, Seattle, is sojourning in California.

Northwest nurseries report that they are busy filling and shipping orders forwarded them by F. A. Wiggins, their eastern representative.

William Krause, Krause Nursery & Greenhouse, Spokane, visited the trade in and around Seattle recently.

Bert Snyder, Columbia & Okanogan Nursery, Wenatchee, recently spent several days renewing acquaintances among the nurserymen.

Strander's Nursery, Seattle, is making large shipments of rhododendrons to Oregon and California.

J. J. Hasty Nursery, Bothell, has just completed a 4-room dwelling and garage for its foreman.

Signing of a 14-year lease with an option to buy the nursery property at 7222 East Marginal way was announced by H. F. Smith, who retired last year as general retail manager of Sears Roebuck & Co. in Seattle. The nursery will operate as the H. F. (Herb) Smith Co., Inc. A store will be maintained at the nursery, with a branch unit at 4211 West Stevens street, Seattle.

Exhibits, lectures, open forums, entertainment, a banquet and a dance are scheduled for the second annual Washington Rhododendron Congress, February 22, at the Spanish ballroom of the Olympic hotel, Seattle. W. L. Fulmer.

PLATE BOOKS

for Nurserymen

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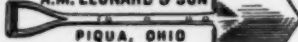
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INDEX TO ADVERTISERS

American Chemical Paint Co.	35	Kirkman Nurseries	23
American Florist Supply	38	Koster Co., Inc.	25
Andrews Nursery	31	LaBars' Rhododendron Nursery	25
Ariens Co.	30	Lake's Shenandoah Nurseries	17-23
Augustine Nurseries	27	Lansing Specialties Mfg. Co.	37
Bagatelle Nursery	21	Leonard & Son, A. M.	38
Bailey Nurseries, J. V.	27	Louisville Nurseries	27
Ball, Inc., Geo. J.	40	Lovett, Lester C.	25
Barnes Bros. Nursery	21	Maclean, Jean	32
Bartlett Mfg. Co.	35	Mathews Eggert Nursery	27
Bartlett Tree Expert Co., F. A.	39	McGill & Son, A.	29
Bass Pecan Co.	36	McIlhenny, E. A.	17
Bear Creek Evergreen Nursery	33	Meehan Co., Thomas B.	19
Bobbink & Atkins	21	Midwestern Tree Compounds Co.	37
Bolens Garden Tractors	37	Milton Nursery Co.	29
Bountiful Ridge Nurseries	31	Moran, E. C.	33
Boxwood Gardens	25	Morningside Nursery	36
Boyd Nursery Co.	33	Morse Co., A. B.	37
Brimfield Gardens Nursery	19	Moss Co.	39
Bristol Nurseries, Inc.	33	Mount Arbor Nurseries	20
Brown Bros. Co.	33	Mountain View Floral Nurseries	29
Burr & Co., C. R.	25	Musser Forests	33
Calfee, S. L.	36	Natorp Co., W. A.	27
Campbell-Hausfeld Co.	34	Oberlin Peony Gardens	36
Carpenter, Geo. B.	35	Orenco Nursery Co.	29
Castle Chemical Co.	35	Outpost Nurseries, Inc.	25
Chase Co., Benjamin	39	Owen & Son, Inc., T. G.	27
Clarke & Co., W. B.	23	Pacific Coast Nursery	28
Cloverset Flower Farm	39	Pacific Northwest Rose Nursery	29
Coe, Ralph R.	23	Pastor Wholesale Nursery, A.	27
Commercial Nursery Co.	31	Perennial Nurseries	33
Cottage Gardens	33	Perry Nursery Co., O. H.	27
Dayton Fruit Tree Label Co.	39	Peterson & Daring, Inc.	29
Denison & Blair	29	Portland Wholesale Nursery Co.	28
Doty & Doerner, Inc.	29	Princeton Nurseries	25
Dreer, Inc., Henry A.	33	Process Color Printing Co.	37
Dummett, Arthur	25	Quality Nurseries	23
Economy Floral Supply Co.	37	Ransom Nursery	36
Empire Nursery & Orchard	33	Scarff's Nurseries	31
Evergreen Nursery Co.	27	Schifferli & Son Nurseries, F. E.	31
Felins	38	Schumacher, F. W.	26
Forest Nursery Co.	15	Sherman Nursery Co.	27
Foster Nursery Co.	31	Sherwood Nursery Co.	29
Garden Shop, Inc.	39	Sieenthaler Co.	19
Gardner Nurseries, Clark	33	Soilmaster Co.	35
Geraghty Nursery, J.	31	Southern Nursery Co.	31
Gladwood Gardens	36	Storrs & Harrison Co.	16
Gravelly Mfg. Co.	37	Studley, Walter A.	27
Greening Nurseries	21	Summit Nurseries	31
Herbst Bros.	19	Surtees, John	37
Hess' Nurseries	19	Swink Nursery Co.	23
Hillenmeyer Nurseries	23	Tarleton Nurseries	33
Hill Nursery Co., D.	40	Tolleson Nurseries	21
Hilltop Nurseries	27	Twitty Nursery Co.	36
Hinsdale Nurseries, Inc.	23	Visser's Nurseries	25
Hobbs & Sons, C. M.	31	Washington Nurseries	29
Hogansville Nurseries	31	Waynesboro Nurseries, Inc.	21
Holton & Hunkel Co.	27	Weathered Oak Herb Farm	33
Home Nursery Co.	28	Wedge Nursery	23
Horticultural Service	38	Westminster Nurseries	25
Howard Rose Co.	28	Wickliffe, Ray	36
Hunt & Son, M. H.	38	Willis Nursery Co.	21
Ithner Bros.	37	Wisconsin Moss Co.	39
Jackson & Perkins Co.	25	Wonderland Nurseries	33
Judson Wholesale Nurseries	31	Wright, C. D.	31
Kellay Bros. Co.	21	Wyman's Framingham Nurseries	25
Kelly Bros. Nurseries	23		

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January 19, 1940.



Patent No. 2073695

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**Help You Grow Better Stock
Help You Make More Profit
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**For Roses, Perennials, Chrysanthemums,
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CLOVERSET POTS ARE MADE OF ASPHALT IMPREGNATED FIBER STOCK

They are durable They are durable enough to permit growing your plants in them the entire growing season.

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They are cheap in price They are so cheap that they can be given away with the plant which insures the safe arrival, in first-class condition, of the plant grown in them, to its final destination.

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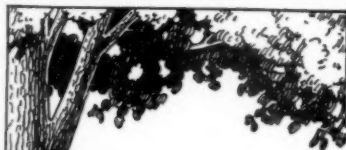
They eliminate cut-rate competition The use of our Cloverset Pots will enable you to eliminate the competition of the cut-rate drug and department stores, who cannot sell nursery stock in these big pots on account of the excessive weight and the expense of handling.

Send us a sample order Give them a trial and you will always use them.

Send us your order with your remittance, \$13.50 for 300 pots, 100 each of 3 sizes, or send for full information about sizes, prices and testimonials from users of our pots.

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Nursery stock will be economically grown and attractively presented, especially in these larger sizes with bottoms.



The New Bands with Bottoms Come in 3 Sizes. See Below.

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Prices given are F.O.B. our Warehouse West Chicago, Ill.

Size	Price	Wt. per 1000
1 1/2 x 2 1/2	500.....\$1.30	19 lbs.
2 x 3	1000.....2.40	
2 1/2 x 3	500.....\$1.40	21 lbs.
3 x 3	1000.....2.60	
3 x 4	500.....\$1.45	33 lbs.
4 x 3	1000.....2.75	
4 x 4	500.....\$1.50	38 lbs.
4 x 6	1000.....2.85	
6 x 6	500.....\$1.65	44 lbs.
6 x 8	1000.....3.10	
6 x 10	500.....\$1.85	45 lbs.
6 x 12	1000.....3.10	
6 x 14	500.....\$1.85	56 lbs.
6 x 16	1000.....3.55	
6 x 18	500.....\$2.35	66 lbs.
6 x 20	1000.....4.60	
6 x 22	500.....\$3.05	94 lbs.
6 x 24	1000.....6.05	
6 x 26	500.....\$5.45	170 lbs.
6 x 28	1000.....10.80	

With Bottoms

Size	Price	Wt.
4x4x4	500.....\$3.05	68 lbs.
4x4x6	1000.....6.05	
4x4x8	500.....\$4.15	
4x4x10	1000.....8.20	98 lbs.
6x6x6	500.....\$5.10	
6x6x8	1000.....16.10	190 lbs.

Quantity Discount

5% is allowed on orders of 25,000 made up of various sizes. If interested in larger quantities write us.

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Grafted trees, twice transplanted, two years in field rows. This is strong, branched stock of finest quality. In most varieties, we have only a small number. Stock is tied in bundles of 10, and orders must call for multiples of 10 of a variety.

	Per 100
1 1/2 to 2 feet, twice transplanted.....	\$15.00
2 to 3 feet, twice transplanted.....	25.00
3 to 4 feet, twice transplanted.....	30.00

	1 1/2 to 2 ft.	2 to 3 ft.	3 to 4 ft.
Adstringens	10	15	20
Arnoldiana	35	50	70
Baccata cernifera	10	50	70
Baccata Jackii	50	90	240
Brevipes	20	50	100
Cashmere	80	190	415
Dolga	40	40	170
Flexilla	10	10	25
Floribunda	130	250	515
Floribunda atropurpurea	170	250	265
Floribunda atrosanguinea	330	665	1270
Floribunda purpurea	30	10	70
Hartwigii	70	10	70
Micromalus	260	395	180
Niedzwetzkyana	270	355	170
Orthocarpa	100	100	190
Paradisicola rubberima	10	40	80
Platyocarpa	20	100	47
Platyocarpa Hoopesii	70	55	30
Prunifolia	40	60	160
Prunifolia Rinkii	20	20	205
Prunifolia xanthocarpa	40	40	50
Pumila plena	40	160	355
Purpurea aldenhamensis	160	355	190
Purpurea Elayi	250	580	735
Ringo	70	100	110
Robusta	30	75	40
Robusta Joan	16	40	20
Robusta persicifolia	50	40	50
Scheldackeri	40	90	170
Sieboldii	40	320	120
Sieboldii arborescens	10	40	140
Sieboldii calocarpa	40	40	90
Sieboldii pendula	40	15	40
Sikkimensis	20	20	20
Soulardii	15	15	10
Spectabilis	15	15	10
Theifera	10	15	10
Transitoria	10	20	80
Zumi	50	70	90
Zumi calocarpa	40	50	...

French Hybrid Lilacs

The following assortment of Lilacs are transplanted stock, well established, and suitable for lining out into field rows. Most quantities are very limited, so this list is offered subject to being unsold upon receipt of order. Bundles of 10.

	8 to 10 ins.	10 to 12 ins.	12 to 18 ins.	18 to 24 ins.	2 to 3 ft.
Berryer	120	140	215	...	...
Chas. Joly	390	480	70	490	675
Chas. X.	...	70	15	...	...
F. Liechtenstein	...	...	15	...	...
General Kitchener	...	...	135	...	100
General Sheridan	40	210	40	...	...
H. W. Longfellow	...	...	30	...	...
Jacques Callot	50	...	30	...	...
Lovaniensis	...	90	320	...	...
Mme. C. Perier	...	170	90	...	...
Mme. M. Cornu	...	320	545	...	...
Mme. F. Stepman	...	750	275	10	...
Michel Buchner	100	60	400	20	...
Pres. Carnot	...	...	550	405	495
Pres. Grevy	...	70	...	70	50
Pres. Ronsard	...	...	160	...	...
Pres. Roosevelt	...	...	180	265	...
Senateur Volland	...	10	30	...	...
Thos. Jefferson	...	...	45	190	840
Vauban	...	...	...	...	...

Descriptions of Lilacs and Apples available on request.

D. HILL NURSERY CO.

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